

JAN 22 1924

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CV.

NEW YORK, JANUARY 19, 1924

No. 3

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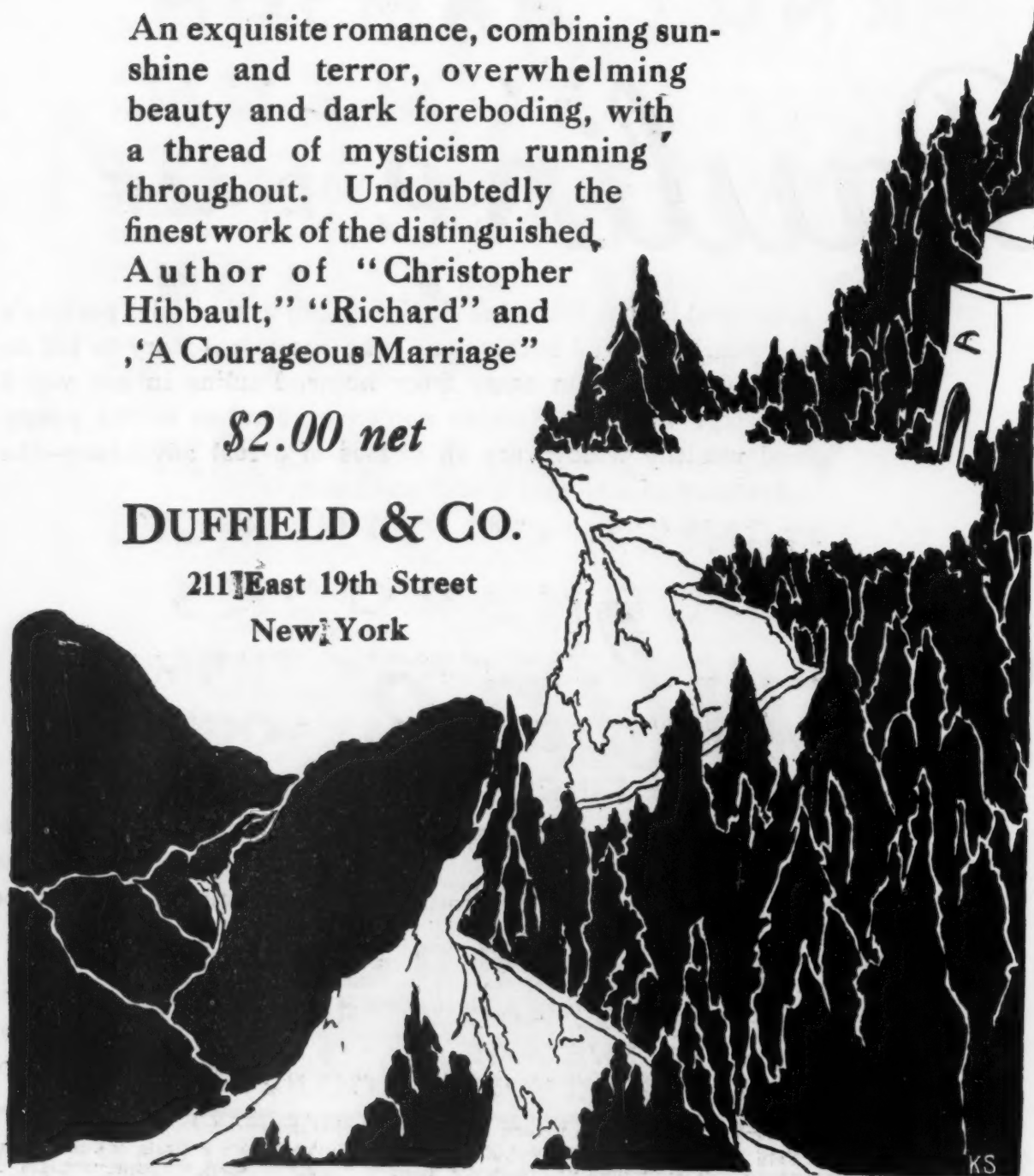
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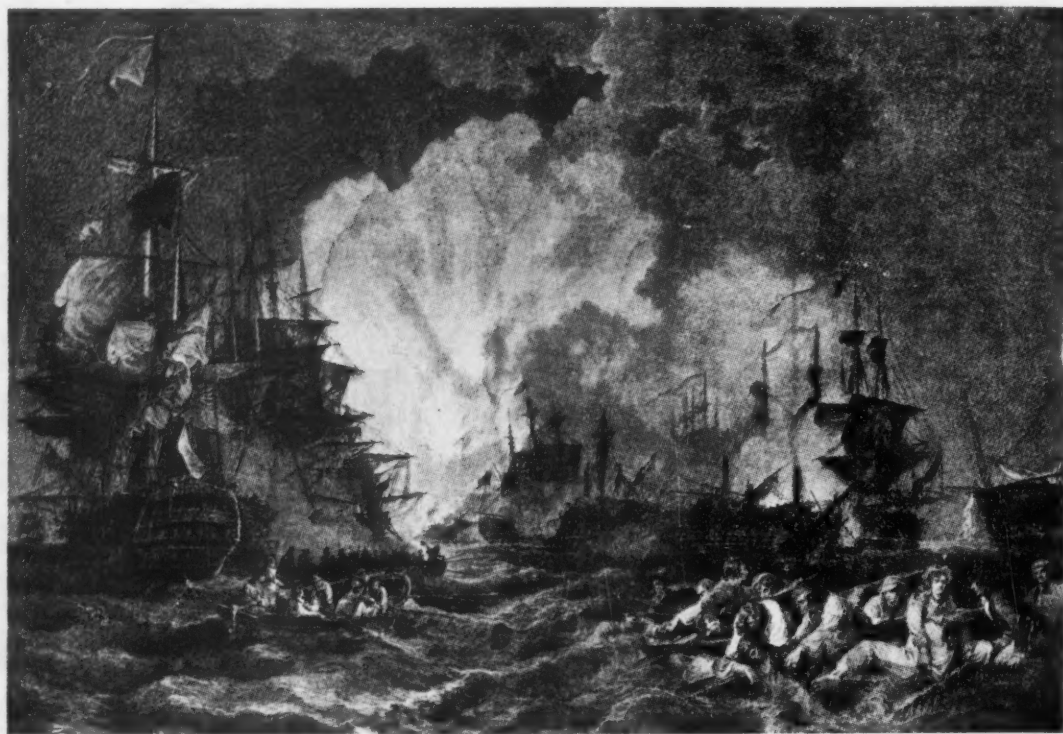
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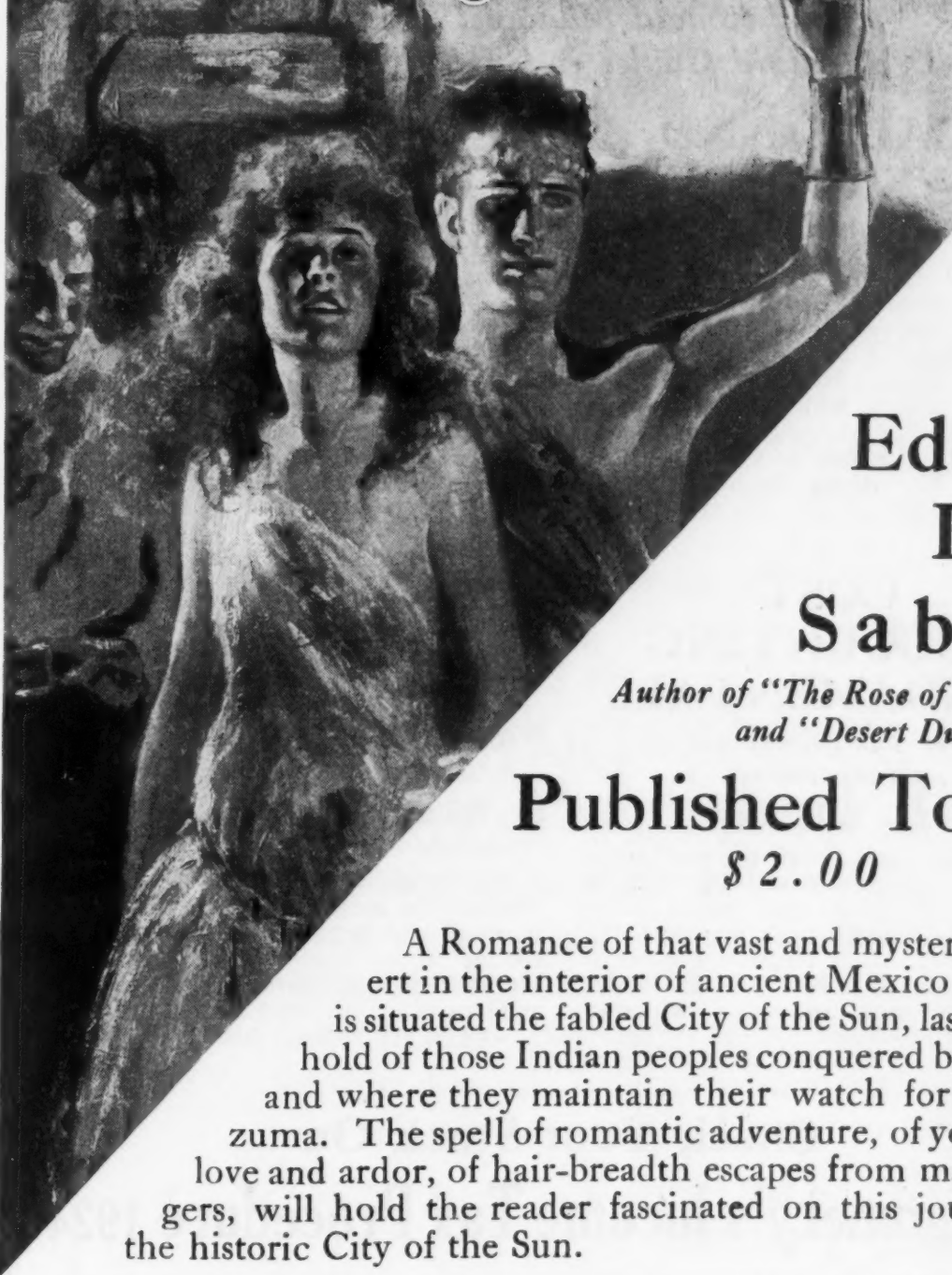
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**The Publishers' Weekly**  
THE AMERICAN BOOK TRADE JOURNAL  
Founded by F. Leyboldt

January 19, 1924

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

## A Long Step Ahead

NO one could have attended the annual meeting of book publishers on Tuesday, January 15th, or have participated in the good fellowship of the luncheon that followed without feeling that the three years and a half of organized work had done much to build a foundation for broader and more successful publishing. When the Association came into being, there were many who felt that, while associations had proved their worth in other fields, book publishers, because of their necessary individuality and freedom of movement, must of necessity protect their individuality by separate action. The group came together, however, and the program then outlined has to a remarkable extent become an accomplished fact. Trade problems are discussed together and sound foundations laid upon which develop individual initiative. Contacts are made with other organizations, and new suggestions for trade development are winnowed and given the benefit of joint action.

As Major Putnam so happily said, in seconding Mr. Stokes's resolution of thanks and appreciation to President John W. Hiltman, "There are many who can take hold of a new program with energy, but only a few who know how to see such a program thru in its infinite details to successful conclusion." The whole tenor of the meeting was a tribute from fellow members to what Mr. Hiltman has done as first President of the Association by his self-sacrifice and unselfish devotion to every minute detail that the organized program thrust upon him.

Mutual confidence among members has been established, and a new sense of what lies before American book publishing has been built up. The need for concerted action has not been diminished, but the possibility of obtaining this smoothly and heartily has been immensely increased during this period.

Few trade associations have been able to obtain from their members more loyal and unselfish work than has been given

during these three and a half years on the various responsible committees of the National Association. The time of organizing was opportune, but the success came from the co-operative spirit and unstinted labor.

## Arm-Chair Travel

By Ina Brevoort Roberts

I CANNOT go  
To other lands  
Where I would know  
What change is like;  
I cannot be  
In places new  
Where I would see  
The world so wide;  
But one may grow  
By books and so  
I do not ever envy feel  
For those who come and go.  
The world is wide  
But books are like the famous boots;  
With seeing eyes and lengthy stride  
I view the earth with love and pride  
While sitting by my own fireside.

## Hoover on Transportation

IN his address at the opening of the transportation conference in Washington on January 9th, Secretary Hoover proposed a number of policies that he hoped might be undertaken in connection with railroads in the near future. Among these policies was the reorganization of the rate structure, in order to secure a better adjustment of the burden between commodity, class and less than car-load rates.

The book publishers have always had reason to feel that the classification of books in freight rates was not what it should be and that a careful comparison of books with other merchandise would show that, because of their solid weight, easy handling and slight risk of damage, they deserve a better classification than is at present given. The Publishers' Association has had this up before the Freight Classification Division, but, altho they failed to get relief at that hearing, it ought to be due for a reconsideration shortly.

## Display Material

DISPLAY features supplied to retailers fall roughly into two groups: those which concentrate their selling emphasis on the one piece of merchandise involved and those that endeavor to give a general push to the type of retailing that is being done in the store, with an expectation that the merchandise supplied by the

firm which prepared the display material will get a consequent increase in sale.

One firm that has had a good deal to do with preparing such displays for various lines believes that there is developing a strong tendency toward display ideas that center their effect on increasing the prestige of the store, while only incidentally bringing attention to the copy maker's own product.

Those who prepare book displays may gain by considering this development. It may be too much to expect that the publisher with a couple of new detective stories should prepare display matter which should play up detective stories in general without mentioning specific books, but, if such display matter arrived with those books, it would undoubtedly be used with them, it would probably please the bookseller by giving him something that had the appearance of being designed especially for his purposes and give him display material that he could continue to use.

### Average Sales Per Salesman

THE *Retail Ledger* recently printed an interesting analysis of sales data from a large store which showed that the average size of a sale, including all departments, ran from \$2.21 up to \$3.28. These figures included such departments of large unit transaction as furniture and men and women's clothing.

In such an averaging, book sales would show up very well, as such sales have been estimated to run about \$2.50.

It would be a very sound effort on the part of the bookseller to reckon such averages and to stimulate the idea of larger units of sale. With the prices of books now pretty well stabilized, if the average sale entry can be increased by 50c., the total amount of business will show an appreciable gain.

It would be well, also, to make a similar estimate of how many sales per day the salesman could be expected to make. Such facts are important when the manager is considering whether a new salesman is necessary. It might be that by making sure of 100% attendance of the present staff at the busy points, the number of salesmen would not need to be increased.

### Aside From That

Author—"Have you read my new book?"

Friend—"Yes."

Author—"What do you think of it?"

Friend—"Well, to be candid with you, I think the covers are too far apart."

### Drama Week, Jan. 21-26

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(See Mrs. Becker's article opposite)

### The Effect of the New Canadian Law

NO one can, with complete accuracy, forecast the exact effect of the new Canadian copyright law on the manufacture of Canadian and American books. It was passed in an effort to get more book printing for Canada, and will undoubtedly increase the tendency that had already been turning in that direction. How far it will go will depend on the commercial possibilities of manufacturing for a small market. One keen observer in the Canadian field offers the following analysis of the situation:

It is believed altogether likely that the effect of these licensing provisions will be to increase the number of books printed in Canada somewhat, tho it is not regarded as at all likely that they will be brought into play to any great extent. Presumably the works of Canadian authors will be printed in Canada as was quite generally the case before the new act came into force. As for American books, those that give promise of large sales will probably be issued in Canadian-made editions. The fact that the Canadian publisher is in a position to import plates promptly and produce an edition in Canada whenever the need arises, should give him a distinct advantage over any applicant for a license.

Some little doubt is expressed as to the status of the American book under the new law. That is to say, is it necessary for the book to be published in Canada and registered at Ottawa in order to obtain the benefits of copyright protection in the Dominion? A recognized authority on Canadian copyright advises that to make quite sure, publication and registration should both be observed. Publication is defined in the act as "the issue of copies of the work to the public." It is recommended therefore that copies of any American book, for which copyright is sought in Canada, should be placed on sale at some point within the Dominion, preferably on the same day as publication takes place in the United States, and that registration of such publication should be made at Ottawa.



# Who Reads The Printed Play?

By Mary Lamberton Becker

Editor of "The Reader's Guide"

EVERY time I get one of those tabulated monthly reports of best sellers I wonder what on earth the letters received by the "Reader's Guide" would look like if they could be made into a fever-chart like that. But they couldn't, even if they do come from cities even more widely scattered and from readers where there are no cities at all. Statistics mean nothing in making out the returns from the "Reader's Guide"; letters count one by one, each for itself, as people do. So I have no statistics to offer in support of what conclusions I have reached as to the reading of plays in book form by Americans the country over; indeed, the conclusions are flexible enough to be bent around new information as fast as it comes in.

People do read printed plays, that much is clear, and they write to me with great frequency for advice in the choice of that type of reading. Naturally, the study-club calls for help most often. There has been a new manifestation in the last year or so; committees are looking out for plays of literary and dramatic merit, but of that peculiar type of merit that lends itself gratefully to being read aloud. For clubs have found that it is not always necessary to build a stage, make costumes or even learn the part of a play to make of it a satisfactory evening's entertainment. They now read plays aloud, assigning parts to readers who give careful study and attention to getting out of them all the ideas the playwright put in, and making one member responsible for all the stage-directions—which in plays like Granville Barker's "Madras House," Little, or Bar-

rie's "The Old Lady Shows Her Medals," Scribner, are of high importance. I find that the best performances are those in which both men and women take part. The company usually sits in a curved rather than straight line across one end of the room—

it may be the club-room or the drawing-room of a member—with shaded reading lights beside them, and the rest of the room in shadow, with a space of some feet between the readers and the front rank of the auditors. This seems to hold the illusion better than to have them on a raised platform; there must be no attempt in any way to simulate or even suggest a stage; all that, the voice of the reader and the imagination of the hearer must create. If you have ever heard Lennox Robinson's "The White Headed Boy,"

## The Reader's Guide

FOR years the readers of the New York "Evening Post" have turned to "The Reader's Guide," conducted by Mary Lamberton Becker, for information and advice concerning books. The scope of her column has been wide, including suggestions for special group reading, selected lists along historical, biographical or scientific lines, as well as the news of the latest novels.

Not only has the "Guide" assisted readers thru the columns of the "Post," Mrs. Becker has also aided thru letters those desiring special information. Her experience as literary adviser to so many readers thruout the country gives added interest and authority to her ideas on drama reading.

Putnam, or Dunsany's brilliant fantasy "If," Putnam, or the tiny little morality of Edna St. Vincent Millay, "Two Slaterns and a King," Stewart Kidd, done in this way, you have had so good a time you will want to go again. If you ever took part in such an enterprise you certainly had a good time. The "intellectual" play gets a new lease of life thru this system, for the play that goes best is one in which ideas clash with sparks of humor flying. I lately advised a group to give Pirandello's "Right You Are, If You Think So," Dutton, and with many misgivings they set to work—and made a smashing success with a play they enjoyed more at each rehearsal and that the audience enjoyed as much as they did. Jacinto Benavente's "Up in the Clouds," Scribner, is another good choice for a foreign play—and we need to get more foreign plays to

intelligent American audiences—it is thoroughly Spanish, but any play based on the high cost of living will be familiar in spots. The plays of Gregorio Martiñes Sierra go beautifully this way, especially the sympathetic and lovable one called "Cradle Song," Dutton. Of British playwrights, Shaw is at once suggested, and you can see how easy it now becomes to "give" the interlude to "Man and Superman," Brentano, which for obvious reasons eludes the stage manager. Most of Pinero's, all of St. John Hankin's, the gayer pieces of St. John Ervine, the poetic plays of Masefield—"Pompey the Great" and "Nan" for heavy going and for more suave productions his adaptation from Racine, "Esther and Berenice," Macmillan—this will give an idea of possibilities.

Then there are the study clubs that read and discuss plays, and here too I find an interesting development. More and more they seem to be following the stage-productions of the New York season, as soon as they appear in print. I should think it would be good business for a theater to place on sale in its corridors not only the play it is giving, in its printed form, but other plays by the same author. People from a distance like to take the book of the play home with them, and far from keeping those who read it there from going to see it on the stage when they in their turn come to New York, it is the very thing that starts them to go. Librarians and booksellers say that when a Shaw play is given in New York there is an immediate increase in the demand not only for that play in book form but for all other plays by Shaw. A lecture about a playwright will register directly at the nearest library or bookstore. Reading plays still seems to need stimulation, but it responds rapidly and strongly to comparatively little stimulus.

I don't know where the idea started that to print a play injures it with an American audience, but for a long time it obtained, tho those of us who read French could read every week, in the theatrical supplement of *L'Illustration*, the complete text of a play lately presented and still in full bloom upon the Parisian stage. But we are getting past that idea: "The Swan" shared a volume with Molnar's other play "Fashions for Men," Boni and Liveright, before it began its triumphal career on Broadway; Channing Pollock's "The Fool," Brentano, has long been in print; plays like "To the Ladies" and "Nice People" are in "Contemporary American Plays," edited by Arthur Quinn, Scribner; and similar col-

lections such as George Pierce Baker's selection of "Modern American Plays," Harcourt, or "Longer Plays" edited by H. L. Cohen, Harcourt, which has "Dulcy," also issued by Putnam in a book by itself. Arnold Bennett's "What the Public Wants" and "Body and Soul," and the plays of Somerset Maugham are printed by Doran and widely read by drama study classes. As for "Saint Joan," the very people who are going again and again to see it given by the Theatre Guild at the Garrick are clamoring for Shaw to release the printed version thru Brentano. It is worth waiting for; I read it more than two months ago in manuscript and I hereby proclaim it gave me one of the thrills of my life.

The little theaters, of course, read with a view to actual production, one-act plays mainly, like those in "A Treasury of Plays for Women," or "A Treasury of Plays for Men," published by Little, or the excellent series in striped-paper covers issued by Stewart Kidd and worth watching for novelties. Frank Shay's list of "One Thousand and One Plays for the Little Theatre" has just been published in its latest enlargement and improvement, by Stewart Kidd, and to its pages I refer those in search of material. Those looking for information and inspiration in matters of technique should take possession of Percival Wilde's "Craftsmanship of the One-Act Play," Little, an invaluable book.

Naturally I am interested in the spread of the habit of reading plays, and do all I can to cooperate, especially with readers at a distance from New York or other large cities. In choosing plays for actual production the Drama Book Shop can advise much better than I can, but it is hard to convince lovers of the "Guide" that anything else can take its place, and do what I may to deflect the traffic, I still help numbers of amateur organizations, schools and the like, to select plays to give. But I seldom do so in print, sending the replies by mail, and so far as the column indicates I concern myself mainly with the reading clubs or with single readers, many of them men and women who have lived in New York long enough to get the habit of going to the play, and who now find that living out of the one city with a full-sized theatrical season, they must go to New York for their theater or go without, unless they can wait until a road-company reaches them.

It is, of course, all wrong that in a country of such vast geographic extent, with regions widely separated and differing so widely one from another, with cities so large, powerful and proud, that there



should be, roughly speaking, just one producing center. We will never have an American drama until it begins to come into being spontaneously as one expression of our national consciousness, and it will come into being now in this part of the country, now in that, as centers of culture develop opportunities for playwrights, players and producers. The little theater is one attempt at a solution of this problem of decentralization, and the bravest attempt, but the habit of reading plays takes in a field beyond that of the little theater and calls out powers of the individual be-

yond the groups. For to read a play to one's self as it should be read develops the powers of visualization and concentration, takes the reader out of himself and puts the playwright where he belongs—back of the scenes. As reading plays means awakening the desire to see them—as seeing them often works back into a desire to read what has been heard—the intelligent public grows with every good play printed and with every printed play sold outside of a producing center another potential theatergoer is added to the great company awaiting the coming American dramatist.

## Fathers and Sons Read Together

By Ethel M. Fair

*Instructor in Children's Work in the Wisconsin Library School*

IN the *Publishers' Weekly* for April 21, 1923, there appeared an article by Frank H. Cheley on "Fathers and Sons and The Out-of-Doors," accompanied by a bibliography of "Books That Tell You How" and of "Stories That Will Make You Want To Go." The editor in commenting on the article, made the suggestion that there are other books which fathers and growing boys may enjoy together.

This comment set us thinking.

Why not suggest books to the fathers and sons for the winter reading? There is always more time to read in winter than in summer. Therefore let us consider the books in which the fathers and sons may find mutual enjoyment. It must be a "good book." Now a "good book" is one which the father will sit up to read after the son has gone to bed.<sup>1</sup> There is real interest for both in this kind.

It may be offered to the boy first. It would give a boy a proper pride to have read "Tom Sawyer" and then to induce his

father to read it—the father who has missed it in his youth. Also some boys know John Silver before their fathers make his acquaintance. Or fathers and sons together can follow the sea after "Moby Dick," or in "The Cruise of the Cachalot," or with "Masterman Ready," or

with Slocum in "Sailing Alone Around the World."

This leaves "Captains Courageous" and "Two Years Before the Mast," and "Robinson Crusoe" which was

written for fathers but which has been borrowed for the sons. This list might also include the "Buccaneers and Pirates" of Stockton and of Verrill.

Following adventure on the sea with adventure on land we may satisfy the tired business man and the restless boy with Grinnell's "When Buffalo Ran," or Remington's "Crooked Trails," or Roosevelt's "Stories of the Great West." And such narratives as "Daniel Boone, Wilderness Scout," and Janvier's "Aztec Treasure House" will fill some winter evenings. Add also Bechdolt's "When the West Was Young," Parkman's "Oregon Trail," Hough's "Story of the Cowboy," with perhaps Lew Sarett's "Cowboy Songs."

*Booksellers are finding many instances of books selling simultaneously on the fiction counters and on the tables for boys.*

<sup>1</sup>"When 'juveniles' are really good, parents read them after children have gone to bed."—John Macy in "A Child's Guide to Reading."



There should be also some place for the frozen north of "Hunters of the Great North," and other tales of the explorers.

Or there is adventure and romance in one's own state. In Wisconsin where the fathers have seen forests cut down and the sons have seen them turned into commodities, there is excellent background for Harold Titus's "Timber," for Parker's "Right of Way," for White's "Blazed Trail," "Riverman," "The Cabin," and "The Forest," or Holman Day's "Rider of the King Log"; and for description of the industry such books as are published by the Biltmore Forest School.

For Wisconsin, also, Hamlin Garland's "Son of the Middle Border" and Muir's "Story of My Boyhood" are of particular interest.

In stories of other industries we may allow the father's knowledge of industry and of science to help to illuminate for the boy such volumes as Collins's "Wonders of Chemistry," or Kelly's "Boy Mineral Collectors," or Collins's "Book of the Stars," or Thomson's "Outline of Science." At the same time these will bring back a satisfaction to the father in recollecting his own boyhood collecting and experiments, or the science courses of his college days.

The son and the father are now both breathlessly pursuing the radio. At a recent radio show orders approximating \$1,000,000 worth of apparatus were placed—and this by adults. Perhaps the sets were Christmas presents for the sons? At any rate both fathers and sons read books on radio and read and subscribe for *Radio Broadcast* and *Radio News*.

And then there is the relationship represented by "when I was a boy." Without being definitely expressed this interest gives both a keen enjoyment in "Stalky & Co.," in "Story of a Bad Boy," in "Martin Eden," "Penrod," "The Varmint," and in "Tom Brown's School Days."

The titles already suggested belong to the older boy. But suppose it is the little boy who engages his father's attention. Perhaps the fortunate father can spend the hours before bedtime with his son. Then he may enjoy with him "The Arkansaw Bear," "Nights with Uncle Remus," "The William Henry Letters," or "The Story of Dr. Dolittle."

For boys, little or big, the father who discovered poetry when he was a boy will welcome some volume of ringing verse. Let us suggest "This Singing World," "The Boy's Book of Verse," or "The Home Book of Verse for Young Folks." Or

special favorites may be preferred in Kipling, in Alfred Noyes, or in Masfield.

The best of the father's early pleasures will thus be shared with the son and the son's discoveries will be communicated to the father.

Now, my son, is life for you,  
And I wish you joy of it—

And the joy that laughs and sings  
Where a foe must be withstood,  
Joy of headlong happy chance  
Leading on the battle dance.

—From "Wishes for My Son," by Thomas McConough in Untermeyer's "This Singing World."

## A Most Important Thing in Retailing

**A**N advertising agency, Stephen A. Ross of Fort Wayne, Ind., has been getting a consensus of opinion from retailers as to what were the most important things in making a success of retail establishments. At the head of the list comes "Getting people into the store"; second, "The right sort of advertising"; third, "Right buying"; fourth, "Right goods and prices"; fifth, "Being on the job"; sixth, "A definite merchandising policy."

Getting people into the store is the result of so many different efforts—good buying, good service, good advertising, good window display—that it seems to be an element that covers all elements. At the same time, its emphasis does point to a significant thing, and that is that the customers who do most to keep the rent paid are those who get the habit of coming regularly to the store, and no element should be overlooked that contributes to this steady return of regular trade as a day by day feature of the business.

## Zane Grey Picture in Color

**W**ITH the reopening of the Lasky studio in Hollywood work was commenced on the production of Zane Grey's "Wanderer of the Wasteland." This picturization of one of Grey's most popular books will mark the first time that a big feature picture has been done entirely in color. The interest which this latest development is sure to arouse will make the bookseller's tie-up easy and effective.

## Publishers Meet and Plan New Year

National Association Sees Optimistic Outlook

**R** E P O R T S of officers and of committees made up a two hours' meeting of the National Association of Book Publishers on January 15th that showed how extensive had been the activities and developments during 1923 and how optimistic was the publishing world that out of co-operation was growing sounder and better conditions.

John Macrae, head of E. P. Dutton & Company, was elected new President to succeed John W. Hiltman, who has so conspicuously led the Association affairs since the organization three and a half years ago. Vice Presidents elected are Edward S. Mills of Longmans, Green & Company, Macgregor Jenkins of the Atlantic Monthly Press, J. W. Lippincott of J. B. Lippincott Company, Ogden T. McClurg of A. C. McClurg & Company. George H. Doran succeeds Alexander Grosset as Treasurer, and George P. Brett, Jr., succeeds Frank C. Dodd as Secretary. Frederick G. Melcher retires as Executive Secretary, and his successor will be elected at the first meeting of the new Board of Directors. The five new members of the Board of Directors whose terms will expire in 1927 are Charles Scribner, John Macrae, Charles E. Graham, Harry Gould and Frederic G. Melcher.



JOHN W. HILTMAN

PRESIDENT OF D. APPLETON & CO. AND FIRST PRESIDENT  
OF THE NATIONAL ASSOCIATION OF  
BOOK PUBLISHERS

The Committee on Membership reported four additional members during the past year, bringing the total to fifty-seven. The Executive Secretary made a detailed report of the many types of business that come to the office for action and made a similar report for the special Year-Round Bookselling Campaigns, which have done so much to place bookselling in a better situation before the public. The report of the Bureau of Copyright, made by George Haven Putnam, gave evidence of the exacting work of this Bureau and the many changes and developments during the effort that is being made to bring the

United States on a proper basis into the Berne Union.

Arthur Scribner, as Chairman of the Committee on Ethical Problems, outlined the decision of the Association since the clean books agitation came more acutely to the attention of the Association a year ago. Mr. Scribner said that, when the so-called "Clean Book Bill" was before the New York Legislature last March, there was uniform agreement that this bill should not be favored by the Association but that there was a difference of opinion as to whether it should be actively opposed at Albany. During the summer, a more specific



program for Association action was outlined, which was followed in December by a public statement and by the drafting of a second bill to be presented in Albany if the Ford Bill is revived.

One of the most interesting reports came from the Committee on New Outlets, Henry Hoyns, Chairman, a committee organized last year and including some of the most alert men in the publishing field. Close attention given to the possibilities of new outlets for books in different directions has shown very concrete results, one of the satisfactions of the year.

The speech of the retiring President, J. W. Hiltman, is printed in full in this number of the *Publishers' Weekly*, and the resolution of Vice President Stokes, endorsing so heartily the Hiltman administration, has been engrossed and presented to him with the enthusiastic vote of the whole membership.

Lawrence Gomme, speaking for the New York Booksellers' League, called the attention of the publishers to the need of making adequate preparations to give a typical New York welcome to the visit of the booksellers next May.

The meeting was very largely attended, there being a very heavy proportion of all members at the business meeting and nearly a hundred and twenty-five at the luncheon which followed, the largest and most enthusiastic gathering that the Association has had.

#### Publishers at Annual Luncheon

About 125 publishers sat down to luncheon at the Yale Club on January 15th, immediately following the business meeting of the National Association of Book Publishers. This was the fourth annual gathering, and John Macrae, newly elected President of the Association, presided and began the after-dinner program with a strong expression of appreciation of the honor conveyed in electing him as President.

Simon L. Nye, President of the American Booksellers' Association, was introduced as first speaker by Toastmaster Charles C. Shoemaker and presented the greetings of the booksellers. He pointed out new ways in which, by co-operation and joint enthusiasm, the areas of book distribution could be increased. Mr. Nye had especial praise for the bookselling course which opens on February 7th at the College of the City of New York and urged that its material be made available for correspondence study so that all the country could benefit. He suggested that more advertising

should be directed toward increasing the love of reading and pointed out how many modern inventions, such as the radio and the phonograph, were keeping people at home, where the book has its natural place.

In introducing Irvin Cobb to the audience, Mr. Shoemaker told of a mishap in publishing when he had taken Mr. Cobb's suggestion seriously that the blurb on a book should be an exact statement of its character, instead of claiming for the volume that it was the best thing ever written. He tried such a modest description on one book and it failed abjectly.

Mr. Cobb apologized for his weakness as a blurb writer. He commended the slogan which he found on all the books of one publisher, reading "This is an Appleton book." He said undoubtedly the publisher had got back many prompt words of praise, saying, "Thanks for the timely warning." He felt that the presence of authors at a publishers' meeting was not entirely inappropriate, as there had never yet been a slaughter house without some calf being seen among those present. He said he could not present himself favorably to all audiences, as he was not a sex author and that what he had known of sex he knew long before he began to write, and when he did write he no longer felt it was fresh and exciting material. He expressed pleasure and surprise to see that there were so many publishers, for he had always carried the impression that the numbers were restricted to Ali Baba and the forty others. He especially commended the audience to careful thought on the matter of free speech, which he so highly favored; he only hoped that it need not be both free and easy.

Frank P. Hill, librarian of Brooklyn, presented the greetings of the library field, told of his own adventures in bookselling and outlined the great possibilities of co-operation. Ellis Parker Butler, President of the Authors' League, was the guest of honor, and at the head table were also Glenn Frank, editor of *Century Magazine*; Major George Haven Putnam, secretary of the Bureau of Copyright; Frederick A. Stokes, for three years director of the Association sharing with Mr. Hiltman the exacting labors of its details; R. R. Bowker of the *Publishers' Weekly* and *Library Journal*; Temple Scott, lecturer for the new school of bookselling. The London publishing world was happily represented by Charles L. Evans of the firm of William Heinemann & Son, who had just arrived in this country on a business trip.



# Report of the President of the National Association of Book Publishers

By John W. Hiltman

*Retiring President of the National Association of Book Publishers*

**T**HE spirit of the members and the reason for the success of this Association are shown, I think, in the letter received some time ago from one of our influential members in reply to my request that he serve on a certain committee. He wrote: "I believe there are others more fitted, who have more time than I have, but I am a good soldier and will serve if you want me." That we have been successful, is due, as I say, to this spirit, and to the support given the administration by the various officers, the boards of directors, the executive committees, and, particularly, to the effective work of our Executive Secretary, Mr. Melcher, the Assistant Secretary, Mr. McGlaughlin, and the competent staff of clerical assistants.

We started three and one-half years ago with forty-six members and with a budget of expense of twelve thousand dollars, substantially more than the annual dues that number would produce. Today our membership is fifty-seven, representing all classes of book publishers, and our budget of fourteen thousand dollars is still in excess of the return from dues; but the initiation fees, together with the generous response to voluntary assessment, has enabled us to carry thru, so that with our funds in hand the dues for 1924 will meet the budget for this year.

I say that we have been successful. At our annual meetings the Executive Secretary's report has shown our activities for each year, but now perhaps it is better to touch some of the high spots of accomplishment.

**Business Problems.** The handling of business problems with other industries, such as could be met only by joint action. The records show that scarcely a month has passed without some problem of the kind being faced. Labor problems, materials and manufacturing costs being of dominant interest.

**Purchasing Bureau.** By joint purchase of office furniture and supplies, our members have been able to save ten to fifteen per cent under ruling prices. My attention was called to an order from one member where a saving of three hundred dol-

lars was effected, equivalent to eighteen months' dues.

**Employment Bureau.** During November and December alone, we supplied to twenty-one members various kinds of office help, to the number of fifty-two, at a saving to them of considerable time and money.

**Freight Rate Classification.** Change from first to second class on books in car-load lots. This required personal attendance at Classification Commission hearings, filing of briefs and other detail work.

**Classes in Bookselling.** The establishment of classes for bookstore clerks in the College of the City of New York.

Addresses at Vassar and Smith Colleges, on bookselling as a vocation for women, on request, by Mr. Melcher.

**Trucking.** Survey of trucking and delivery situation for New York members, and an arrangement with the United States Trucking Corporation to establish a publishers' zone to take care of this business, at material saving.

**Ethical Problems.** The Committee on Ethical Problems, Mr. Arthur H. Scribner, Chairman, during the past year has been busy in meeting conditions growing out of the bill introduced in the New York Assembly for the revision of the Penal Code in connection with the publishing of questionable literature. The situation was a difficult one and in our opinion was well handled, and with credit to our Association.

**Book Outlets.** New book outlets has been a matter of investigation from the start of the organization. Mr. Charles Shoemaker, as Chairman of the Committee for two years, and Mr. Henry Hoyns, who followed, have done invaluable work and have proved that intensive efforts in this direction will substantially increase our points of contact with the public.

**Addresses.** We are called upon frequently to send representatives to address conventions, clubs, booksellers' meetings, and other trade and civic and social gatherings, on the subject of books and their wider distribution. This in itself is one of

the hardest problems we have to meet, but we are usually well represented wherever wanted.

**Lists.** Various address lists, valuable to all members, have been compiled and are at their disposal on request.

**Bureau of Copyright.** The work of the Bureau of Copyright, under the able direction of its Secretary, Major Putnam, has been arduous and has required much of the members' time. In their negotiations with various bodies—legislative, library, labor, authors, and so forth—they have been successful in having embodied in a bill to be presented to Congress certain advantages to book publishers not contained in the present law.

**Committee on Tariff.** The Committee on Tariff, of which Mr. John Macrae has been Chairman since its organization, has had similar work to perform, and with success.

Both of these Committees have worked hard for the entire body of publishers and are entitled to our thanks for their untiring efforts in our behalf.

**Promotion Campaigns.** The promotion campaigns for stimulating the reading and distribution of books have been successful beyond what we thought possible. The capable work of Mr. Melcher and Miss Humble is entitled to full credit for the results accomplished. The response of the daily press, magazines, libraries, boards of education, civic and social societies, with the cooperation of the booksellers, has put the reading of books on a plane never before reached in this country, and has brought the industry to a position that is recognized as strong and conservative. This increase in reading is noticeable in all sections of the country, as shown not only by the increase in the number of book distributors but also in the increase in the sales of the older established retailers and the better financial condition they now enjoy. I think you will all agree that collections are better and failures fewer than formerly.

I want to express my sincere appreciation of the honor the members of this Association have shown me in electing me as president for so many years. The work not only has been pleasant, but it has been of immense benefit to me in giving a broader insight into the business than I could otherwise have obtained, and in meeting personally the members. Your support of our Association has been unanimous and for this I also thank you. And I feel certain that you will accord my successor the same consideration that you have shown me.

## Report Checks Up Salesman's Efficiency

THE Boston Better Business Bureau, an organization which during the two years of its existence has aided retail merchants in increasing the efficiency of their sales-force, has developed a comprehensive form of shopper's report which can be adapted to any retail business.

The form, with spaces for date, department, and description of salesman, consists of twenty-three questions, the answers to which will reveal possible defects in the courtesy or efficiency of the salesman. The questions are:

1. Was salesman's approach prompt?
2. Was salesman's appearance business-like?
3. Was salesman courteous and pleasant?
4. Did salesman appear keen? Interested?
5. Did salesman use good English?
6. What grade of merchandise was shown first? High priced, medium priced, low priced.
7. Did salesman seem willing to show advertised merchandise?
8. Did salesman volunteer information about merchandise?
9. Do you think salesman showed good judgment in advising you?
10. Did salesman state merchandise was a mark-down?
11. Did salesman misrepresent merchandise? If so, in what way?
12. Did salesman make comparisons of merchandise within or outside the store?
13. Was additional merchandise suggested in same or other departments?
14. Did salesman name amount of money you gave?
15. Was sale recorded before merchandise was delivered?
16. Did salesman count back your change?
17. Did salesman give you sales slip?
18. What, if anything, did salesman say about delivery?
19. Did salesman make use of Promise or Want Slip if merchandise was not in stock?
20. Was merchandise well packed?
21. Did salesman say "Thank you?"
22. Was department busy?
23. Attitude if purchase was not made.

"SAINT JOAN" by George Bernard Shaw was reported in the January 12 issue of the *Publishers' Weekly*, to have been published by Brentano. The publishers wish to announce that as the complete introduction has not yet been received from Mr. Shaw the play will not be available in book form until late spring.



## Bringing Books to Guilford

By Andrew Millar

**D**ESPITE the fact that it was long after midnight before Paul put his head on a somewhat restless pillow, the clock had not struck six when he raised his window shade and peered anxiously at the sky. The portents were all favorable, for there was no indication of rain, which was the one thing, more than anything else, that the young bookseller feared.

Mrs. Broderick had promised him an early breakfast and she was as good as her word and before half past six Paul was seated at the table, but his high state of expectation prevented his doing justice to the food, greatly to the distress of the landlady, who assured Paul that "a big day's work demands a good meal to begin on." Paul recognized the wisdom of this counsel, but was quite unable to do his part.

On his jubilant way down to Sycamore Street, Paul purchased a copy of the *Morning Bugle* and with rapid fingers turned the pages in search of the epoch-making announcement:

**OPEN TODAY**  
**PAUL TRAYNOR'S BOOKSTORE**  
619 Sycamore St.  
JUST WHAT GUILFORD NEEDS

The last line caused Mr. Leffer great anguish when he read it a little later in the morning.

"Guilford doesn't need that store any more than a monkey needs a fur overcoat," he exploded.

Before Paul and George Burton had left the previous night they had seen to it that every book in the store was in place, that every table was arranged just as desired and that the floor was immaculate. Despite this, Paul devoted a good half hour to what he termed the "finishing touches" and when he turned the key at eight o'clock and threw open to the public the doors of Paul Traynor's Bookstore, he had a feeling of justifiable pride, for it was truly a clean and well-arranged store that was ready for the inspection of visitors. George Burton stopped in on his way to work and ex-

### CHAPTER XII

#### The Opening Day

pressed his satisfaction with the way things shaped up.

"I'll see you at lunch," he said, "and you can tell me how things came out this morning."

"You'll not see me at lunch to-day," Paul returned, "but if you want to do me a real favor, bring me two sandwiches and a couple of doughnuts in a bag. I'm going to be here all day today, you bet your life. But I will see you tonight, if you want to, and I'll let you know then the result of the first day's business."

Mrs. Cantry was on hand all ready for business and there seemed to be nothing to do except to await the arrival of customers. There was a little mail, for all the publishers whom Paul had dealt with had placed his name on the mailing list and this was bringing along a few announcements and literary notes. However, the mail so far was not much of a problem and consumed little time.

The early morning was not productive of either much business or much visiting. A few of the neighboring merchants dropped in for a moment, mainly saying a pleasant word of greeting or good wishes. One or two expressed a doubt as to the advisability of the venture and one seemed somewhat to resent an out-of-towner's coming in to open a store in Guilford. This was a certain Mr. Lipton, who ran a small tailoring and repairing establishment around the corner, on a side street. He was evidently exceedingly provincial in his outlook and took no pains to conceal his disapproval of such a venture on the part of an outsider.

Of course, Mr. Leffer, despite certain definite promises made to himself, was unable to keep away, his curiosity quite overcoming any other motive, and he gave the store an early and very thoro inspection. He picked up a number of volumes and then tossed them down again in a manner quite disconcerting as far as Paul's arrangement was concerned. Paul refused to get angry, however, and when Old Nosey finally turned to leave, Paul merely said: "Come in again, Mr. Leffer," to which the drug man retorted angrily, "Never!" Very soon he violated the threat.

Among the events of the first day that



particularly pleased Paul were the telegrams from his father, Mr. Kirkland and Mr. Gilroy. As the elder Traynor had never been a particularly demonstrative man, this token of his affection was especially pleasing. It was a night letter and read as follows:

"HEARTIEST BEST WISHES ON THE DAY OF THE OPENING OF YOUR STORE. WE ARE HOPING THAT EVERYTHING WILL COME UP TO YOUR FONDEST DESIRES. YOUR MOTHER SENDS LOVE. FATHER."

Mr. Kirkland and Mr. Gilroy also conveyed their felicitations on Paul's having accomplished so much and expressed every hope for the success of his project. Paul was pleased at this attention on the part of Mr. Gilroy, whose interest had from the start seemed to have more than a merely professional flavor. Such was truly the case, for Mr. Gilroy, liberally endowed with a delightful personality, had long ago learned that the way to have a friend is to be one, and he had won a host of loyal friends by showing himself genuinely friendly, as he had in Paul's case.

"I believe we can work up a good trade just by thoroly interesting every individual that was not a book sale but a purchase of two five-cent lead pencils by a clerk in a neighboring store. The question as to what book would first be called for had caused much speculation on Paul's part. Would it be one of the latest novels or some standard item? Paul felt that no matter what it proved to be, that book would at once become a favorite book as far as he was concerned, for was it not the first book he had ever sold as the owner of a business? Whatever it was, it was surely an epoch-making book. When the first book sale was consummated at exactly 9:31 o'clock, as Paul afterward made a definite note in his book, the chosen book proved to be a copy of "David Copperfield," which, after he had shown the three editions he carried in stock, Paul sold in Nelson's New Century Library. The customer, an elderly gentleman, stated that he intended starting a little library for his son, recently married. Paul not only sold him the copy of "David Copperfield," but had very definitely started the patron on the eventual purchase of the whole set of Dickens. The son, too, later on developed somewhat as a book buyer and while he never read as much as he bought, he did read with fair regularity. Paul's first transaction was a triumphant and enduring success.

Mrs. Cantry proved an excellent, if not an especially aggressive saleswoman. Paul decided, and rightly, that the high-powered salesmanship tactics adopted by the real estate men had no place in bookselling.

"Our job," he said to Mrs. Cantry, "is to know books, to be able to talk books, and to make books just as attractive as we can: then we can safely leave the decision to the customer. You may sometimes sell a book by bringing undue pressure to bear, but I don't believe that the unwilling purchaser will ever come back again. I can only build up a business here by getting them to come back."

Mrs. Cantry showed that she possessed some sound sense on the subject.

"I believe we can work up a good trade just by thoroly interesting every individual customer who comes in the store. Guilford is small. It will not be hard to find out the essential things about the majority of our customers. Then we can try to develop the book buying habit along natural lines. We have no competition, that's true, that is, any real bookselling competition, but we have the constant competition of public indifference as well as of other interests. So we have got to be very much on the job if we are going to make a noticeable dent in even a small city such as Guilford."

Of course, Margaret Pelham came down and was immensely delighted with Paul's layout and his plans as explained to her. She wanted to know all about every sale that had been made and listened to every detail with the closest attention. Then just to help a good cause along, she made a purchase, a recent Oppenheim novel which she was sure that her father would greatly enjoy, and a box of writing paper. This last led to much good-natured chaffing on the part of her father, who called attention to her already large supply of writing materials, which did not greatly diminish from day to day. Paul was by no means indifferent to Margaret's manifest interest in him and in his venture, and her quarter of an hour visit was quite the happiest fifteen minutes of his entire day. Margaret reminded him of his promise to add her name to the list of his Christmas staff, and with great solemnity Paul asked for her name and address, previous experience, reason for leaving her last employment, education and other details, of which he made careful note in his book, then saying to the applicant in a most judicial manner, "We'll see what we can do. Of course, we have a great many applications." Margaret had her turn to get back at him when he re-

quested an opportunity to call. "Of course, we have a great many applications," she said demurely. It was all very jolly, and Mrs. Cantry smiled a little wisely as she observed the eager dialog.

It would be very fine to say that the first day produced a large volume of sales. Probably it was fortunate for Paul that it did not do so. An inflated first day would have aroused undue expectations and consequent disappointment with later returns. Mr. Penton had made a four dollar purchase after expressing his satisfaction with the progress Paul had made and giving him a brief cheering word.

Paul locked the door at six o'clock. He had decided that his store hours, in conformity with the rank and file of Guilford's merchants, would be from eight to six each day except Saturday, when the store would

### The Story So Far

*Paul Traynor establishes a bookshop in Guilford, a small city without any book outlets except the few popular copyrights carried at the drug-store.*

*He has the encouragement of a number of the town's influential citizens, but has found one of the local retailers hostile to his undertaking. He has everything in readiness for the opening of his store on the first of September.*

remain open until ten. After closing, he went over the sales figures for the day. The sales slips recorded not only the amount of the purchase, but exactly what each item was. This was designed for a double purpose, as shall hereafter appear. The total sales of the day, all cash, were \$20.45, which Mrs. Cantry said was a good begin-

ning and which pleased George Burton, too, when he and Paul went over the matter a little later while eating a hearty dinner at the Acme.

Paul described every incident of the day with the same detail that a golf player describes the playing of each hole. All in all, the two young men decided that the first day had done all that might reasonably be expected.

(To be continued.)

## Labor's Report on Education

### Textbooks on Social Subjects Still Need Improvement

AT the first convention of the American Federation of Labor in 1881 the members declared themselves to be in favor of the compulsory education of children. The Federation has repeatedly advocated free textbooks and almost every measure enlarging the usefulness of the public schools which has been approved by progressive educators. Attention has been turned recently to the social studies in the public schools. In 1920 the Federation voted to undertake a comprehensive evaluation of these courses, the textbooks, the manner in which the subjects are taught, and the extent to which they have been introduced.

The American Federation of Labor Committee on Education, after a careful survey of the textbooks and teaching methods used in teaching the social studies, reports that courses of study and textbooks in history, civics, economics and sociology are beginning to reflect the conclusions of educators that the labor movement as a force in recent and modern life is of such vital

importance that it can not be disregarded in our schools. However, the treatment of labor, its history, accomplishments, aims and ideals, in modern textbooks, altho much better than that accorded in the older type of texts, is still far from ideal. The prevailing defects of the past have been due to either a philosophy or a practice of repression.

#### Survey of Social Science Textbooks

Years ago social studies had almost no place in the public school curriculum. American history was taught, but it consisted almost entirely in a record of wars and political campaigns, names and dates. Now economics and sociology are being taught as a practical examination of the operation of economic groups and institutions as they exist. This change is calculated to enable the pupil to understand more realistically the world in which he lives, and to cope with it in terms of the present and the future.

These tendencies are to be welcomed but



they introduce new dangers in public education, leading to two possible injurious results; textbooks and teachers, thru a natural and innocent failing due to inadequate information, may inculcate a biased or prejudiced point of view; or, powerful interests affected may seize the opportunity to limit the nature of the instruction given, or attempt to turn it into channels favorable to themselves.

#### Tests For Textbooks

Therefore, the following tests were applied to textbooks: Is the book of old, narrow type, or of the newer, broader type? Is its general method that which inculcates certain fixed principles or that which portrays society as a group of growing and changing institutions? Does it include adequate information about important subjects, particularly subjects of concern to the wage-earning population, safety and sanitation, housing, unemployment, civil liberty, and the judicial power? And in its treatment of these subjects does it fairly present labor's point of view, as well as that of others? Abstract or ideal standards, as well as hard-and-fast gradings, were avoided.

The application of the tests show that 55 per cent of the books examined are of the newer type. In dealing with subjects of particular interest to labor—trade unionism, collective bargaining, arbitration, etc.—there is a great divergence in concept as well as in method of treatment. In general the older formal texts either omit these subjects entirely or treat them so unsatisfactorily that they might as well be omitted. The textbooks in use in civics, history, and sociology are of the more modern and better type of book. In economics the theoretical text is gradually being replaced by the descriptive text.

#### Chief Criticism of Textbooks

In applying the tests it was found that a majority of the textbooks fell short of the standards in one or more important respects. These shortcomings may be grouped as follows:

1. Failure to give the student an understanding of the present day structure of society.
2. Failure to recognize clearly the growth of institutions. Presentation of static rather than dynamic point of view.
3. Use of didactic method.
4. Insufficient material presented to give a rounded view of the labor movement and of the problems of particular interest to labor.

5. Misstatements of fact or misleading statements of fact.

6. Misplaced emphasis or the consideration of the "abuses" of trade unions to the exclusion of all other features.

7. Use of obsolete material.

#### The Selection of the Textbook

The report shows that newer and on the whole better texts are being used to a greater and greater extent in the schools. Thru questionnaires sent to all state superintendents of schools the committee obtained information regarding the determination of specific texts for use in a given course. In a number of states texts are prescribed, in others a list of texts is adopted by a textbook commission or by the state board of education, or in some instances, by the state superintendent of public instruction. From this list the county or city school authorities or the teachers, as the case may be, choose the particular text they wish to use. In the majority of states, however, the selection of textbooks is left to the local school authorities. Of the twenty-six states heard from, seven prescribed a given text or at most three texts from which the teacher could choose one. For each course in both elementary and secondary schools, three prescribe a text for use in the grammar grades only, one in the high schools only, and fifteen states leave the selection of texts in all grades to the local school authorities.

In the teaching of current events, labor and industrial questions in general are also popular subjects for discussion. Topics quite generally listed in the schools which give courses in current events are strikes, labor and capital, economic industrial conditions, immigration, cost of living, and social problems.

In conclusion the committee declares its confidence that no insurmountable obstacles exist which will interfere with effecting continuous improvements in the treatment of labor by the textbooks devoted to social sciences.

#### SOUND VS. SENSE

Among the requests for books reported by a Rhode Island librarian are:

- "In a Garden" (Enoch Arden).
- "A Christian Shanty" (Tristram Shandy).
- "Pin Tennis" (Pendennis).
- "Cat and Blood" (Captain Blood).
- "Heathen Foam" (Ethan Frome).

—*Boston Transcript*.



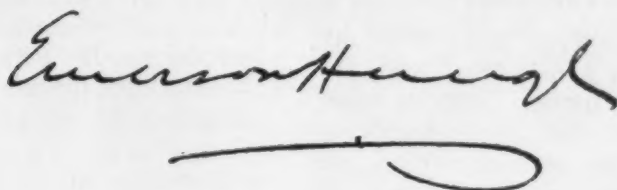
## AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists\*

Edited by Merle Johnson and Frederick M. Hopkins

Number 59

EMERSON HOUGH, 1857—1923



Compiled by Edward Leffingwell Smith

THE name "Hough" is pronounced "Huff." Hough's stories are mainly of the historic West, one of them, "The Covered Wagon," being used as the basis of the most successful motion picture of recent years. It is announced by his publishers that some posthumous books are to be expected.

THE SINGING MOUSE STORIES. *New York*, 1895.

Revised, with additional stories, 1910.

THE STORY OF THE COWBOY. *New York*, 1897.

THE GIRL AT THE HALF WAY HOUSE. *New York*, 1900.

THE MISSISSIPPI BUBBLE. *Indianapolis* [1902].

Girl with Cane as frontispiece; Printer's imprint in red on copyright page.

THE WAY TO THE WEST. *Indianapolis* [1903].

THE LAW OF THE LAND. *Indianapolis* [1904].

HEART'S DESIRE. *New York*, 1905.

THE KING OF GEE-WHIZ. *Indianapolis* [1906].

THE STORY OF THE OUTLAW. *New York*, 1906.

THE WAY OF A MAN. *New York*, 1907.

54-40 OR FIGHT. *Indianapolis* [1909].

THE SOWING. *Chicago*, 1909.

THE PURCHASE PRICE. *Indianapolis* [1911].

JOHN RAWN. *Indianapolis* [1912].

There is an "Advance Edition" so stating on side of cover.

THE LADY AND THE PIRATE. *Indianapolis* [1913].

OUT OF DOORS. *New York*, 1915.

GETTING A WRONG START. *New York*, 1915.

LET US GO AFIELD. *New York*, 1916.

THE MAGNIFICENT ADVENTURE. *New York*, 1916.

THE BROKEN GATE. *New York*, 1917.

THE MAN NEXT DOOR. *New York* [1917].

THE PASSING OF THE FRONTIER. *New Haven*, 1918.

Vol. 26 of the "Chronicles of America" series.

THE WAY OUT. *New York*, 1918.

THE SAGEBRUSHER. *New York*, 1918.

THE WEB. *Chicago* [1919].

THE COVERED WAGON. *New York* [1922].

Map on lining-paper.

NORTH OF 36. *New York*, 1923.

MOTHER OF GOLD. *New York*, 1923.

On press.

\* \* \* \*

Hough was the author of a series of boy stories, as follows:

THE YOUNG ALASKANS. *New York*, 1908.

THE YOUNG ALASKANS ON THE TRAIL. *New York*, 1911.

THE YOUNG ALASKANS IN THE ROCKIES. *New York*, 1913.

THE YOUNG ALASKANS IN THE FAR NORTH. *New York*, [1918].

THE YOUNG ALASKANS ON THE MISSOURI. *New York*, [1922].

Other publications bearing Hough's name are:

THE FIREFLY'S LIGHT. *New York*, 1916.

MY LADY'S PLUMES. *Providence* [n. d.]

THE INDEFINITE AMERICAN ATTITUDE. *New York, 1917.*  
MAW'S VACATION. *St. Paul, 1921.*

\* \* \* \*

The books on this list published by Appleton should, as in the case of all first editions from that house in recent years, be marked (1) immediately under the last line of text. Also in the case of "The Young Alaskan" series published by Harper's, since about 1911 that house has omitted the date on title and have used a two-letter code at the foot of the copyright page. This represents the date of printing, and may or may not coincide with the date of publication, tho subsequent letters to date of publication are certainly reissues. The first letter of this code is the month, the second the year. A is January, B, February, etc., but the letter J is omitted; September is I, October is K. The second letter of the code is the year of printing. M is 1912; N, 1913, etc. (N being the 14th letter of the alphabet, leaving out J makes 13). Simple! eh? Thus a book marked A-P was printed in January, 1915. Previous to 1911 Harper's used the date on title but often dated the December books one year ahead; then in case of reissue the date was cut from the title page plate. Now both Harper's and Doubleday, Page generally print the words "First Edition" in the book. For the last two years Doran has been using a small publisher's seal on the copyright page of the first issues.

## The Harmonious Book-Page

### Winter Exhibit of the American Institute of Graphic Arts

THE winter exhibit of the American Institute of Graphic Arts at its galleries at 65 East 56th Street is given over until January 31st to a display of books illustrating the general problem of the harmonious book-page. The committee in charge of this consists of Burton Emmett, David Silve and Lester Douglas.

It is an exhibit that gives a most valuable opportunity for publishers to study book-pages of different periods and kinds and the effects obtained by various processes of illustration in relation to type. In connection with the exhibit, a very attractive catalog has been issued, to which Mr. Emmett has written an introduction roundly criticizing the present book production, in that it does not produce the harmonious book-pages of years past.

The publishers facing their own problems may find that, in the examples selected, there seem to be too few specimens of books on which the publisher has been facing the ordinary problems of production—the history or biography, or the novel or book of essays. It is such books as these that make up the everyday problems of book production.

"The effort of the Winter Exhibit of the American Institute of Graphic Arts" writes Mr. Emmett, "has been to put together enough examples (and a few are enough for the purpose) to make, first, a larger number of American people aware that there is such a thing as the harmonious page and, second, a larger number of American publishers aware that, so far as the normal run of their product is con-

cerned, there is *not* such a thing as the harmonious page.

"It is true that some few publishers, very few, have recently been entrusting an occasional book to one or another of our acknowledged masters of typography. The results have been well-nigh perfect and books of this character are well represented in this exhibition. But the total number thus published is too small to affect the general average. It is true also that we have no lack of good illustrators and good designers of ornament. Both well illustrated and well decorated American books have long been commonplace; but it is almost impossible to find one in which this good art is harmoniously combined on the page with good typography. The vast bulk of our illustrated and decorated books, in other words, including most of the elaborate and costly 'books beautiful' and gift books, are being poured forth from the 'factories' with seemingly no consciousness that page-harmony, the one most essential factor of excellence, has anything to do with the case.

"If the art of typography were dead in this country, all this would be easy to understand—but the exact opposite is the case. We are right now in the midst of one of the finest periods in American printing history. There are splendid printing shops in nearly every part of the country. But the demand for good printing does not come from the men who make books to sell; the demand comes from advertisers, the men who make booklets to give away.

"Statements, however, that our publish-

ers are interested, not in good books, but solely in profits are neither true nor fair. The trouble lies deeper than that. It springs from a set of sincere, but wrong, viewpoints and traditions which have been a perfectly natural outgrowth of the development of the publishing business. If in the hope of improving the situation we wish first to understand it, we must cast a quick glance backward to the early days of the printed book.

"During the first hundred years of printing, the illustrated or decorated book-page which lacked the lasting and satisfying beauty which harmony alone can give was not the rule as it is today, but rather the exception. Like the cottagers of old England, who, without help or advice, dotted the countryside with homes which are the despair of modern architects, the early printers—in spite of their lack of training and equipment—built book-pages such as few of the most skilled men of today can approach. One reason, in both cases, was that necessity instead of choice, or taste, governed every move they made. These two opposing fundamentals, necessity versus taste, have been always among the chief factors in the problem.

"Few of the early printers had type in more than two or three fonts; and their illustrations, head bands and large initials, cut always upon type-metal or the wood-block, partook unavoidably of the character, the feeling, and the linear quality of type. The taste of these men of the Renaissance days was excellent; but, even so, it was little called upon. Most of their pages were harmonious because necessity held the upper hand.

"The element of taste—including both bad taste and good taste—was held well in check until the number of type faces began to be multiplied. But even with this new bewilderment of choice, the necessity of using for illustration the woodcut or line engraving on copper preserved at least a semblance of harmony.

"It was not until the advent of photo-engraving, in its own way one of the very greatest of our modern blessings, that the saving grace of necessity was lost and that taste (?) came into its own. The maker of pages was now free to choose, not only from a thousand types, but from a thousand art techniques as well. Such slight interest as remained alive in the United States in the lost art of good typography was forgotten in the rush to experiment with these new, quick, cheap substitutes for the woodcut. The ideal—if it ever consciously had been an ideal—of the harmonious page sank

altogether from sight. The illustration was everything.

"In the midst of this new situation, the Kelmscott books began to make their appearance. Beautiful beyond words, and chiefly so because of their beautiful harmony, they were nevertheless of mediaeval inspiration and quite naturally exerted little, if any, influence on the main trend of current illustration. The long slumber in this country of good taste in typography, however, was instantly and rudely broken. Private press imitators of Morris sprang up in every direction, editions de luxe in the Kelmscott manner unexpectedly appeared from unheard of publishers, and both type founders and printers madly turned over several 'new leaves' at a time.

"It was these twin awakenings—one in illustration, due to photo-engraving; the other in typography, due to the William Morris influence—which created among American publishers the wrong viewpoints alluded to above, a situation which has continued unabated from the '90's until now. If the two revivals had affected only one set of men, all would have been well—but they affected two sets of men. The situation today, therefore, is that the planning and designing and building of English-language books is suffering from the convulsions of two rival enthusiasms which should be and can be—and in the past have been—merged into one.

"What has been happening is that our illustrated books have been, and are being produced under publishing policies that lay stress on art work with indifference to typography; or on typography with indifference to art work; or that lay stress on neither. How, under such circumstances, could books be otherwise than inharmonious?

"What this means is that the one greatest lesson of the Kelmscott revival has not been learned, nor even studied. William Morris's books were not produced under such policies as these. They were not the result of over-stress on one element with sacrifice to any other. They were harmonious and beautiful and good because each separate element—typography, illustration, ornament—met with a due regard which resulted in proper stress upon all.

"Our publishers have not been encouraging an equality of interest in these three elements. As soon as they do this and so shape their policies, the men on whom they depend for production will gladly and promptly and ably respond. We have typographers, artists and art directors with taste



and skill. Will the men who pay the bills give them scope for their ability?

"There are lessons which the Kelmscott books fail to teach. One of them is that page-harmony and beauty do not need to be expensive. There are small books in this exhibition which meet every test, made to retail at twenty-five cents and less. Hand-made paper and limited editions have their place, surely, and are to be encouraged in every way. But it is taste, not expense, which makes the good page; and the publisher who puts harmonious pages into his regular editions will gradually but surely receive a plentiful reward from the great American book-buying public."

### German Book-Trade Relief

CONTRIBUTIONS are still coming in for the German book-trade, and the money is being cabled. It is hoped that American publishers and booksellers who have not already given to this very worthy cause will want to do so. Checks may be sent to Frederic G. Melcher, at the *Publishers' Weekly*.



CARTOON FOR THE CAUSE OF GERMAN BOOK-TRADE RELIEF CONTRIBUTED BY RYAN WALKER

Leipzig, Germany,  
December 20th, 1923.

Dear Sir:

It is a very long time that my former firm (L. & F.) has been deprived of your letters and orders. I must say "my former firm," because I was forced by the mournful situation of our unhappy Germany to sell my business. Since this time, I have not been successful to get any place in another business, and now, a few days before Christmas, I do not know how to keep my family.

In such situation I risk to ask the assistance not alone of an old customer, but

also (long years ago) of a correspondent of my eldest daughter. I know it is an indiscretion, and you may be sure it is a very hard resolution for an old man of nearly seventy years to write such a letter.

I hope, please God, to attain my aim, seeing a few dollars can help to protect a family from hunger.

Yours very truly,  
L. & F.

Zelienople, Pa.,  
January 4th, 1924.

*Publishers' Weekly*,  
New York City.

Gentlemen:

That the situation of the book clerks on starvation wages in Germany and Austria is deplorable was evidenced by the pathetic appeal of one of these unfortunates as printed in the *Publishers' Weekly* a few weeks ago resulting in measures to alleviate their condition.

Here is the case of one of the oldest and most respected firms in Leipzig compelled by the experiences of the War to sell his business and forced now in his old age to ask charity of its one time correspondents.

If the publication of this letter will be the means of stimulating renewed contributions to this most worthy "Fund for Foreign Booksellers," numbers of whom are actually destitute and starving, this letter will have subserved its purpose.

(Signed) D. L. PASSAVANT.

### Percentage of Rental

THE head of a large rental business in Chicago who was interviewed by the *Retail Ledger* gave facts and figures about the percentage of rentals in relation to total business. According to the figures given, the lowest rentals per volume of business are the department stores, which run 3% to 4%; the five and ten cent stores, 5%; drug stores, 8% to 10%; and the highest, jewelers, 15% to 20%. Bookstores are not reported.

Most merchants, according to this report, consider 10% of the gross business as the top round of rental overhead. Some consider that the better the location, the lower the advertising needs and that 10% should include rents plus advertising. From others the suggestion was brought forth that there is likely to be an increase in the number of leases made in which the property owner is paid on the percentage of the gross volume of business transacted, especially in the very expensive rental areas in large cities.

## An Ad Man's Rules for a Retailer

IN a talk given to a group of retail merchants in Philadelphia reported by the *Retail Ledger*, Samuel A. Davis of the Page Davis School of Advertising laid down a score of rules for the attention of retailers, based on his advertising experience, those which apply most cogently to bookselling being as follows:

"Large stocks are not assets—they are liabilities.

"Every man must be bigger than his business if he expects his business to be bigger than it is.

"Study your business in detail, divide it into departments and study them. Then subdivide the departments and study them.

"The successful merchant of today is a seller, not a buyer.

"Your business depends on the confidence your customers have in you and your store. It hangs like a thread. Abuse it and it snaps; treat it well and it becomes an unbreakable cable.

"Clerks don't have to jump when the boss comes in, but make sure they jump when a customer comes in.

"If the customer does not like you, he won't like your goods.

"Take a special interest in 'hard' customers."

## The New Franklin Society

THE International Benjamin Franklin Society, recently organized, made its first public bow at a banquet given January 18th at the Hotel Astor. The speakers for the occasion were Hon. James M. Beck, Solicitor General of the United States, Hon. George H. Carter, Public Printer, Hon. Grover A. Whalen, Commissioner of Plants and Structures, and George K. Horn, President of the United Typothetae.

John Clyde Oswald, President of the Society, was Chairman of the Committee on Arrangements, and had the cooperation of the New York Employing Printers' Association, Advertising Club of America, and other New York groups.

The Society has been formed for the purpose of perpetuating the memory and teachings of Benjamin Franklin. The Society's headquarters are in New York. The management of the Society is in the hands of a Board of twelve trustees, and there is an historian who keeps a file of all records pertaining to Franklin activities, whether of this Society or in other fields. Membership is open to anyone interested in the objects of the Society. The annual dues are five dollars.

The reason for such an organization is suggested in the preamble of the Society's constitution, which reads as follows:

"Benjamin Franklin was the first great American. Being an exponent of all the virtues that directly affect the life of the average man, his concern and interests were those that embrace a happy blend of the practical and the ideal.

"It was indeed a remarkable mind that lent itself to the perfection of an ironing board in the midst of diplomatic accomplishments so farsighted and permanent that their influences have carried down thru the years.

"As an inspirational figure to guide the faltering, and to emphasize patriotism, philanthropy, patience and frugality, the memory of Benjamin Franklin, his life and achievements, should be kept constantly before each succeeding generation. For this purpose, the organization of the International Benjamin Franklin Society is proposed."

## Columbia Will Not Cancel Papini's Lectures

FOLLOWING closely upon the announcement that Giovanni Papini, author of "The Life of Christ," would conduct a six week's lecture course on Italian civilization at Columbia University next summer, The Italian Presbyterian Ministers' Association protested in a letter to President Butler against Papini's course because of his satirical comments about America. President Butler, however, merely stated that "the information contained in the letter regarding his utterances is appreciated," but that, nevertheless, Papini would arrive in this country July 7 and deliver his course.

The protest was based upon a work of Papini's, "Dizionario dell'Omo Salvatico" ("Dictionary of the Wild Man"), the first volume of which contains the objectionable criticism on America. A translation of a few of Papini's remarks seems to prove that Zangwill in his talk before the National Arts Club last December was less original and revolutionary than the indignation aroused indicated. Among other things, Papini wrote:

"America is the land of millionaire uncles, the fatherland of trusts, of skyscrapers, of the phonograph, of the electric street car, of lynch law, of the insufferable Washington, the boresome Emerson, the degenerate Walt Whitman, the sickening Longfellow, the angelic Wilson, the philanthropic Morgan, the undesirable Edison and other men of like quality."



## Change of Prices

D. APPLETON & COMPANY

Our Heritage from the Old World. By J. H. Greenwood (Educ. ed.) Changed from \$1.60 to \$1.25.

OXFORD UNIVERSITY PRESS

We have just issued a list of over 150 price changes in our catalog, by far the greater number of which are reductions. These changes are immediately effective, and any in the trade who have not received a copy will be gladly supplied upon writing us.

## Communications

### Clean Up the "Want Ads"

January 7th, 1924.

Editor *The Publishers' Weekly*:

Re: Page 1974 of the *Publishers' Weekly* [page mentioned referred to the action of the Federal authorities in arresting E. H. Otting for selling obscene books], I am not writing in a vein of justification, as the case is bad for its notoriety, etc.

No doubt others are in the same boat, but under cover and may possibly stay there. Some of the very books the United States has taken action on have been and are sold over the block in London, New York and elsewhere and perforce must be sent out if to an o. o. t. buyer. Besides, your "Want Ads" mailed in the post have entries of some of these proscribed items. The post office inspector has ken of this, but whether it is actionable is a question I do not know, nor do I refer to it as a justification.

Yours truly,

(Signed) E. H. OTTING.

Warren, Ohio.

[Editor's Note.—In so far as the titles of admittedly obscene books are known to the editors of the *Publishers' Weekly*, such items are not allowed in the advertising columns of Books Wanted and are stricken from the page without correspondence with the advertiser.]

### New Side Line Proves Dead Loss

January 8th, 1924.

Editor, *Publishers' Weekly*:

Will you kindly insert the following notice:

Stolen—Set of Mah Jong, ivory on bamboo tiles, and five-drawer mission case. If offered, please advise McDevitt-Wilson's, Inc., 30 Church Street, New York City. Phone Cortlandt 1779.

MCDEVITT-WILSON'S, INC.

Ralph Wilson.

30 Church Street, New York City.

## New Publishing Firm

RICHARD L. SIMON formerly with Boni & Liveright announces that he has entered the publishing field. He is associated with M. Lincoln Schuster who has been New York Correspondent for the *Boston Transcript*, special writer for the North American Newspaper Alliance, and a member of the teaching staff of the Pulitzer School of Journalism at Columbia University.

Mr. Simon spent two and a half years with Boni & Liveright in the advertising and sales departments. His sales work brought him in close contact with book-sellers in the East, and he is well known and liked by them.

The firm name is Simon & Schuster with offices at 37 West 57th Street, New York. Announcement of forthcoming titles will be made soon.

## Periodical Notes

GEORGE CRÈS, well-known Paris publisher, is undertaking a new literary review called "*Vient de Paraître*," which "aspires to be an international literary review in this day of nationalism." William Aspinwall Bradley, an American author now living in Paris and acting as literary agent for some American publishers, is to conduct a page of American and English literary book news for the paper. Mr. Bradley would like to receive from American publishers their advance announcements and copies of books that they think would be suitable for comment in that medium. His address is 24, Quai de Béthune, Paris, France.

ESTHER SINGLETON, well-known writer on art and travel, has made very good success of her new publishing enterprise, a monthly magazine called *The Antiquarian*, which she is publishing from 461 Eighth Avenue and which is now in its sixth number. The book is handsomely illustrated and covers a great variety of collecting interest, price thirty cents a copy; three dollars a year.

## Business Notes

CHICAGO, ILL.—Jansky's Book Shop, 19 East Adams St., is moving to 65 East Van Buren St. The new shop will also carry a full line of periodicals.

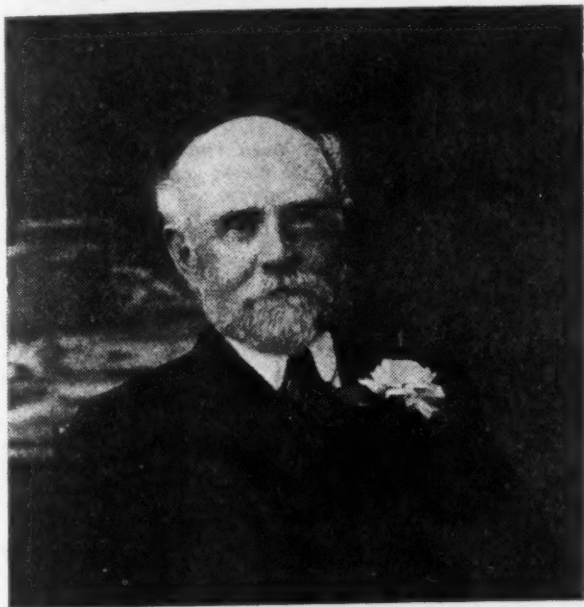
LOS ANGELES, CAL.—William C. Hodges, Jr., doing business under the name of the Western Book Co., has filed a voluntary petition in bankruptcy.



## Obituary Notes

### JOSEPH SHAYLOR

JOSEPH SHAYLOR, one of the deans of the English book-trade, died on December 22nd in his eightieth year. He was known to everyone in the English trade as "Shaylor of Simpkin's," having grown up in the famous English wholesale house of Simp-



SHAYLOR OF SIMPKIN'S

kin, Marshall & Company. Mr. Shaylor was born in Gloucestershire in 1844 and entered Simpkin, Marshall & Company in 1864. He took the liveliest interest in all book-trade organization affairs, and was the author of several well-known books, including one issued in the month of his death by Selwyn & Blount entitled "Sixty Years A Bookman, With Other Recollections and Reflections." Among his other books were "The Fascination of Books and Other Essays," "The Pleasures of Bookland," with an introduction by Andrew Lang, "Some Favorite Books and Their Authors" and "Saunterings in Bookland." It was in 1917 that he retired as managing director of Simpkin, Marshall & Company, altho he still remained on the Board. On the occasion of his retirement, there was a wide recognition of his influence and encouragement in all book-trade affairs.

### DR. BASIL L. GILDERSLEEVE

DR. BASIL LANNEAU GILDERSLEEVE, author, educator, soldier, philologist and one of America's leading Greek scholars, died January 9 at his home in Baltimore. Dr. Gildersleeve, who was 92 years old, had been ill but a few days with acute bronchitis.

In 1876 Dr. Gildersleeve went to Baltimore to organize the Department of Greek at Johns Hopkins University. Before that he had been a member of the faculty at the University of Virginia. Acknowledged to be the most eminent and authoritative classical scholar in America, he received degrees from American, English and German universities. Retiring from Johns Hopkins in 1915, he continued to edit the *American Journal of Philology*, a periodical which he founded in 1880. Besides various Greek textbooks, Dr. Gildersleeve was the author of "Hellas and Hesperia," 1909; "Olympian and Pythian Odes of Pindar" and "Creed of the Old South, 1865-1915," 1915.

### HENRY WACE

THE REV. HENRY WACE, Dean of Canterbury, died January 9 at his deanery. He was 87 years old. A broken hip bone last spring taxed his strength and his death was a result of the sheer exhaustion of his constitution.

A vigorous controversialist, Rev. Wace was for twenty years leader writer of the *London Times* and an occasional contributor almost to the last. He edited "The Dictionary of Christian Biography" and was author of many religious books, of which the following have been published in this country: "Principles of Reformation," 1911, and "Confession and Absolution."

## Correspondence

### A CORRECTION

*Editor, Publishers' Weekly:*

January 5, 1924.

In your issue of December 29th, on page 1978, rather an unfortunate construction has been presented in the theme of the three novels mentioned.

As a matter of fact, only two of these books are novels, i. e., "The Inverted Pyramid" by Bertrand W. Sinclair, and "A Conqueror Passes" by Larry Barretto, whereas "Gun Fodder" is more or less autobiographical, so that you will see that two of the novels deal with after-War conditions and not with the World War, as the opening line of the paragraph states that "three novels which deal with the World War will be published in January by Little, Brown & Company." The three novels on our list are "Vindication" by Stephen McKenna, "The Inverted Pyramid" by Bertrand Sinclair, and "A Conqueror Passes" by Larry Barretto, all novels of post-war conditions.

G. G. Ross,  
Advertising Manager,  
Little, Brown & Co.

Boston, Mass.

# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio; over 30 centimeters high); Q (4to; under 30 cm.); O (8vo; 25 cm.); D. (12mo; 20 cm.); S. (16mo; 17½ cm.); T. (24mo; 15 cm.); sq., obl., nar., designate square, oblong, narrow.

## Aksákoff, Serghéi

A Russian gentleman; tr. from the Russian by J. D. Duff. 296p. T (World's classics, no. 241) '23 N. Y., Oxford 80 c.; mor. \$1.50

## Allen, Alfred Henry

Allen's commercial organic analysis; a treatise on the properties, modes of analyses, and proximate analytical examination of the various organic chemicals and products employed in the arts, manufactures, medicine, etc., with concise methods for the detection and estimation of their impurities, adulterations, and products of decomposition; 5th ed., rev. and in part rewritten. 804p. il. O [c. '23] Phil., Blakiston \$7.50

## Anburey, Thomas

Travel through the interior parts of America; 2 v.; lim. ed. various p. O '23 c. Bost., Houghton \$10 bxd.

## Austen, Jane

Northanger Abbey; ed. with introd. and appendix by K. M. Metcalfe. 300p. D '23 N. Y., Oxford \$1

## Bacon, Roger

Roger Bacon's letter concerning the marvelous power of art and of nature and concerning the nullity of magic; tr. from the Latin by Tenney L. Davis, together with notes and an account of Bacon's life and work. 76p. il. D '23 Easton, Pa., Chemical Pub. Co. \$1.25

## Bailey, Cyril, ed.

The legacy of Rome; essays by C. Foligno, Ernest Barker and others; with an introd. by the Right Hon. H. H. Asquith. 524p. (bibl.) il. D '23 N. Y., Oxford \$3

## Bailey, John

The continuity of letters. 282p. O '23 N. Y., Oxford \$4.20

## Bax, Clifford

Midsummer madness; a play for music. 100p. D (Contemporary British dramatists, v. 3) '23 N. Y., Stokes \$1.50

## Bell, Violet Colquhoun

Blindness of heart. 344p. D [c. '24] N. Y., Harcourt \$2

A novel of modern social life in England.

## Belloc, Hilaire, i.e. Joseph Hilaire Pierre

The aftermath, or, Gleanings from a busy life, called upon the outer cover for purposes of sale, Caliban's guide to letters; Lambkin's remains. 269p. D [n. d.] N. Y., Dutton \$3

In this volume of the supposed literary remains of James Caliban, the author directs his wit at every sort of literary pretense and inflated personal and national self-esteem.

## Bergman, Hjalmar

God's orchid; tr. from the Swedish by E. Classen. 316p. D c. N. Y., Knopf \$2.50

The author is one of the foremost of contemporary Swedish novelists. In this, he has selected one single, eventful day in the annals of a little Swedish town to write about.

## Bickham, Warren Stone, M.D.

Operative surgery; v. i & ii. 850p.; 877p. il. O '24 Phil., Saunders ea. \$10 (subs. only)

## Bickley, W. B., tr.

Abstract of the bailiffs' accounts of monastic and other estates in the county of Warwick; under the supervision of the Court of augmentation for the year ending at Michaelmas, 1547; tr. from the original roll; with an introd. by William Fowler Carter. 202p. O (Pubs. of the Dugdale soc., v. 2) '23 N. Y., Oxford \$11.70

## Boas, Frederick S., ed.

Essays by divers hands, being the transactions of the Royal society of literature of the United Kingdom; new series, v. 3. 132p. O '23 N. Y., Oxford \$2.35

## Alderton, Nina

Involuntary quartic transformations in space of four dimensions. various p. Q (Univ. of Cal. pubs. in mathematics, v. 1, no. 15, pp. 345-358) '23 Berkeley, Cal., Univ. of Cal. Press pap. 25 c.

## Baird, William Raimond

Baird's manual of American college fraternities;

a descriptive analysis of the fraternity system in the colleges of the U. S., with a detailed account of each fraternity; 10th ed. 884p. il. D '23 N. Y., James T. Brown, 363 W. 20th St. \$4

## Bakel, Oliver S., ed.

The Methodist year book, 1924. 351p. il. D N. Y., Meth. Book Con. pap. 50 c.



**Bolton, Theodore**

Early American portrait draughtsmen in crayons. 123p. il. O '23 N. Y., F. F. Sherman \$10.25 (priv. pr.)

A companion volume to "Early American Portrait Painters in Miniature."

**Bowran, John G. ("Ramsay Guthrie")**

Christianity and culture. 236p. D (The Hartley lectures—23) '23 N. Y., Doran \$3

After defining Christianity, the author deals with his theme in its relation to the Bible, science, art, music, poetry, hymns, fiction, the churches and the home.

**Boyle, C. Nina**

Nor all thy tears. 316p. D '24 N. Y., Seltzer \$2

**Bray, William Crowell, and Latimer, Wendell M.**

A course in general chemistry; including an introd. to qualitative analysis, for use in colleges. 157p. il. O '23 N. Y., Macmillan \$1.60

**Breck, John**

Told at twilight stories; 8 v. various p. il. S '23 c. Garden City, N. Y., Doubleday ea. 60 c.

A series of animal stories for young children, composed of the following: Mostly About Nibble the Bunny; Nibble Rabbit Makes More Friends; The Sins of Silvertip the Fox; Tad Coon's Tricks; The Wavy Tailed Warrior; Tad Coon's Great Adventure; The Bad Little Owls; The Jay Bird Who Went Tame.

**Bury, John Bagnell**

The Cambridge medieval history; v. 4, The Eastern Roman Empire (717-1453); ed. by J. R. Tanner, C. W. Previté-Orton and Z. N. Brooke. 1027p. (bibl.) maps O '23 N. Y., Macmillan \$12.50

**Bush, David Van**

Applied psychology and scientific living; v. 1. 531p. front. (por.) D [c. '22-'23] Chic., Author, 225 N. Michigan Blvd. \$3.50

One in a series of books on the fundamentals of practical psychology, covering the field of success, health and happiness.

**Butterfield, Kenyon L.**

A Christian program for the rural community. 188p. D '23 c. Nashville, Tenn., Lamar & Barton, Agts. \$1.50

Being the Fondren lectures for 1923, delivered before the School of Theology of Southern Methodist University. Mr. Butterfield is president of the Massachusetts Agricultural College.

**Cadoux, Arthur Temple, D.D.**

Jesus and civil government; a contribution to the problem of Christianity and coercion. 164p. D '23 N. Y., Doran \$2

An examination of Jesus' attitude toward civil government, particularly as related to certain present day conceptions of non-resistance and pacifism.

**Campbell, William W.**

Annals of Tryon county, or The border warfare of New York, during the Revolution; rev. ed. 276p. il. O '24 N. Y., Dodd, Mead \$5

An historical document first published in 1831 and out of print for a number of years, now revised by the author's great grandson, Douglas Campbell.

**Cerf, Barry, and Giese, William Frederic**

Beginning French; rev., with summary of grammar. various p. il. D [c. '23] N. Y., Holt \$1.36

**Chamberlin, Frederick Carleton**

The sayings of Queen Elizabeth. 385p. (bibl. footnotes) il. (col.) O ['23] N. Y., Dodd, Mead \$4

The collected and annotated sayings of Queen Elizabeth largely drawn from sources hitherto unused, forming a biography in her own words.

**Clyde, Margaret Horner**

A drop of water. 172p. il. D '23 Easton, Pa., Chemical Pub. Co. \$1.50

**Collings, Ellsworth**

An experiment with a project curriculum; with introd. by William Heard Kilpatrick. 370p. il. D '23 c. N. Y., Macmillan \$2.40

The author is professor of education in the University of Oklahoma.

**Collingwood, Herbert Winslow**

Adventures in silence. 285p. D [c. '23] N. Y., Rural New Yorker, 333 W. 30th St. \$1

What one deaf man thinks about, and the things that have happened to him.

**Cone, Edward**

Beyond the skyline; short poems pertaining to the Northland. 90p. D '23 c. N. Y., Boullion-Biggs, 39 W. 8th St. \$1.50

**Dixon, Royal, and Fitch, Franklyn E.**

Personality of plants. 222p. il. (col. front.) D '23 c. N. Y., Boullion-Biggs \$2.75

A book on the habits of plants, to be used for independent reading, for reference or for supplementary reading in schools.

**Coon, Nelson**

The small nursery; a discussion of first principles governing its successful establishment. 133p. (2p. bibl.) D '23 N. Y., A. T. De la Mare \$1.50; pap. \$1

**Davidson, Peter Wylie**

Decorative leatherwork; with a preface by Ann Macbeth; specially designed for the use of the teacher, the student, the costumer and the homemaker. 121p. il. O (Longmans' technical handicraft ser.) '23 N. Y., Longmans \$2.50

**Davies, Mary Carolyn**

Marriage songs. 16p. D '23 c. Bost., Har-old Vinal, 110 Mt. Vernon St. bds. \$1.25

**Camman, Eric A.**

Choosing the basic cost plan. 12p. O (Official pubs., v. 5, no. 4) '23 N. Y., Nat'l Assn. of Cost Accountants, Bush Terminal Bldg. pap. 75 c.

**Carnegie Corporation of New York**

Training for library service; a report prepared for the Carnegie corporation of New York. 170p. il. O '23 Bost., Merrymount Press, 232 Summer St. apply

**Donaldson, William R.**

Cost accounting in the production of motion pictures. 22p. O (Official pubs. v. 5, no. 6) '23 N. Y., Nat'l Assn. of Cost Accountants, Bush Terminal Bldg. pap. 75 c.

**Fitch, Stanley G. H.**

Industrial accounting statistics and their interpretation. 14p. O (Official pubs., v. 5, no. 5) '23 N. Y., Nat'l Assn. of Cost Accountants, Bush Terminal Bldg. pap. 75 c.



**Davis, Loyal E., M.D.**

Neurologic diagnosis. 173p. il. D '23 Phil., Saunders \$2

**Dawson, Coningsby William**

The coast of folly; a novel. 341p. il. D '24 c. '23-'24 N. Y., Cosmopolitan \$2

A novel of marriage and divorce in the story of pretty, willful Joyce Gathway who saw no harm in playing with a married man.

**Dondo, Mathurin, and Perley, M. Elizabeth**

French fairy plays. 170p. front. D (Oxford French ser. by American scholars) '23 N. Y., Oxford 95 c.

**Eldridge, Paul**

Our dead selves; anthology of the lowly. 68p. D '23 c. N. Y., Boullion-Biggs, 39 W. 8th st. \$1.50

Reveries, in verse, of dead animals.

**Engelbach, R.**

The problem of the obelisks; from a study of the unfinished obelisk at Aswan. 134p. il. O '23 N. Y., Doran \$4

The history of an obelisk, in non-technical language, from the day when the ancient Egyptian engineers arrived at the Aswan granite quarries until it was erected before the temple. The author is chief inspector of antiquities, upper Egypt.

**Ettinger, William Louis, and others**

The progressive road to silent reading; fifth year. 318p. il. D [c. '23] Bost., Silver, Burdett 84 c.

The progressive road to silent reading; sixth year. 383p. il. D [c. '23] Bost., Silver, Burdett 96 c.

**Fausset, Hugh I'Anson**

Studies in idealism. 302p. D '23 N. Y., Dutton \$2.50

An examination of the different schools of English poetry; the author's aim is "to explain poetry in terms of reason" and to assess literary values.

**Firebaugh, W. C.**

The inns of Greece and Rome; and a history of hospitality from the dawn of time to the Middle Ages; with introd. by Wallace Rice and il. by Norman Lindsay. Lim. ed. 271p. il. (col. front.) O '23 c. Chic., Frank M. Morris, Marshall Field Bldg. \$6

**Fitzgerald, James Anderson**

Making use of a bank. 387p. il. D (American business ser.) [c. '23] N. Y., Holt \$2.50

**France, Anatole**

Contes; ed. by C. J. M. Adie and P. C. H. de Satgé. 170p. S '23 N. Y., Oxford \$1.20

**Freeman, Richard Austin**

The blue scarab. 276p. D '24 c. '23 N. Y., Dodd, Mead \$2

A further adventure of Thorndyke, the master detective in the author's "The Singing Bone," in

which the reader is aware of the criminal at the start and sees him snared in a trap of his own making.

**Garstin, Crosbie**

The owls' house. 392p. D c. N. Y., Stokes \$2

A quick-moving story of adventure and romance, in which there is a lively blend of smuggling, wrecking, fighting, lovemaking, and pirating off the Barbary Coast.

**Gehrkins, Karl Wilson**

The fundamentals of music. 219p. il. D [c. '24] Bost., Oliver Ditson Co. \$1.50

The first year book of a study course in music understanding, adopted by the National Federation of Music Clubs.

**George, Marian M.**

A little journey to Cuba and Porto Rico; for intermediate and upper grades. 76p. il. D (Library of travel) '23 c. '01, '23 Chic., Flanagan 60 c.

**Gibbs, A. Hamilton, i.e. Arthur Hamilton**

Gun fodder; the diary of four years of war; with introd. by Philip Gibbs. 326p. front. (por.) O '23 c. '19 Bost., Little, Brown \$2.50

The story of four years of varied service in the English fighting forces by the younger brother of Cosmo Hamilton and Philip Gibbs. In addition, it is a passionate protest against war and a strong plea for tolerance in the practice of peace.

**Giltay, J. W.**

Bow instruments, their form and construction; practical and detailed investigations and experiments regarding vibration, sound results and construction, including the examination of the views of authors in various languages on the physical and mechanical side of the instruments. 139p. il. O [n. d.] N. Y., Scribner \$3.50

All extracts from foreign authors appear in English as well as in the original.

**Gonzales, Ambrose Elliott**

The black border; Gullah stories of the Carolina coast (with a glossary). 2nd printing. 348p. O '22 c. Columbia, S. C., State Co. \$3

**Goodyear, Samuel Horatio**

New inductive accounting. 142p. il. O '23 c. Cedar Rapids, Ia., Metropolitan Supply Co. \$1

**Greenwall, Harry J.**

Scoops; being leaves from the diary of a special correspondent. 287p. O [n. d.] N. Y., Stokes \$3

A famous special correspondent tells vividly of his exciting adventures in search of "scoops."

**Gregory, Odin**

Jesus, the tragedy of man; 2nd ed. 138p. O [c. '22-'23] N. Y., Colony Pub. Co., 50 Union Square \$2; lea. \$10

**Gaylord, Helen, and others**

Six sharps, one flat, a play in four acts. 47p. D [c. '07-'23] Chic. Dramatic Pub. Co. pap. 35 c.

**Glover, Lydia M.**

Friends of Jesus; dramatizations from the New Testament; a little collection of brief plays, designed for devotional use by young people. 80p. il. O (Biblical drama ser.) [c. '23] N. Y., Abingdon Press pap. 75 c.

**Goodman, Mrs. Lydia Belle Gaddis**

Illinois voters' handbook; rev. ed. 96p. (bibl.

notes) il. D '23 Champaign, Ill., Champaign County League of Women Voters 25 c.

**Hanna, G. Dallas**

Some Eocene Foraminifera near Vacaville, California. various p. il. Q (Univ. of Cal. pubs.; bull. of dept. of geol. sciences, v. 14, no. 9, pp. 319-328) '23 Berkeley, Cal., Univ. of Cal. Press pap. 25 c.

**Harris, F. S., and Pittman, D. W.**

Irrigation experiments with sugar beets. 18p. figs. O (Bulletin 186) '23 Logan, Utah, Utah Agric. Exp. Station pap. apply

**Hall, Francis Joseph, D.D., and Hallock, Frank H., D.D.**

Moral theology. 266p. (6p. bibl.) D '24 c. '23 N. Y., Longmans \$2.50  
A comprehensive handbook of moral theory and practice for the use of Anglican students and priests.

**Hammond's superior atlas of the world; an unusually complete and superior collection of maps with a statistical gazetteer and indexes containing the latest available population figures and other geographical data.** 336p. il. F '23 N. Y., C. S. Hammond & Co., 30 Church St. \$10

**Hanson, Helen Patten**

A travel book for juniors; teacher's manual. 115p. D (Abingdon religious educ. texts; week-day school ser.) [c. '23] N. Y., Abingdon \$1

**Harbin, E. O.**

Phunology; a collection of tried and proved plans for play, fellowship, and profit; 13th ed. rev. 443p. (3p. bibl.) D [c. '23] Nashville, Tenn., Cokesbury Press \$1.50

One thousand games and entertainment plans for use in the home, church and community organizations.

**Hardy, Thomas**

The famous tragedy of the Queen of Cornwall at Tintagel in Lyonesse; a new version of an old story, arranged as a play for mummery, in one act, requiring no theatre or scenery; lim. ed. 77p. Q '23 N. Y., Macmillan bds. \$3.50

**Harper, Samuel A.**

My woods. 167p. O '23 c. Chic., The Bookfellers bds. \$2

**Harris, D. G.**

Irrigation in India. 102p. D (India of today, v. 3) '23 N. Y., Oxford \$1

**Hassan, Abdu'l, pseud. [George Steele Seymour]**

Chronicles of Bagdad; an Oriental fantasy. 113p. D (Little bookfellow ser.) '23 c. Chic., The Bookfellers bds. \$1.25

**Heyward, Jane Screven**

Brown jackets. 64p. il. D '23 c. Columbia, S. C., State Co. bds. \$1  
Sketches of negro life in the Carolina low country.

**Hoffman, William G.**

Public speaking for business men. 300p. D '23 N. Y., McGraw-Hill \$2.50  
A practical explanation of how to prepare a

speech, how to find and select suitable material, how to deliver the speech, how to win the audience. The author is a professor of public speaking at Boston University.

**Holdsworth, John Thom.**

Money and banking; 4th ed. rev. and enl. 575p. (bibl.) O '23 c. '14-'23 N. Y., Appleton \$3

A standard work covering the history, principles and practices of money, banking and credit.

**Holt, Lucius Hudson**

The elementary principles of modern government. 587p. D '23 N. Y., Macmillan \$3.50

**Hool, George Albert, and Kinne, William Spaulding, eds.**

Stressés in framed structures. 634p. diags. O (Structural engineers handbook lib., v. 4) '23 N. Y., McGraw-Hill \$5

**Hoosier, A. H. E.**

The farm animals on strike. 160p. il. D c. '23 Chic., Flanagan apply

A story about animals; also several chapters by Kirby Whitehead called Dumb Animals and How to Treat Them.

**Hovelaque, Emile**

China; tr. by Mrs. Laurence Binyon. 294p. D [n. d.] N. Y., Dutton \$3

A book which gives both the general reader and the traveler an interesting and adequate introduction to the ancient civilization of the East.

**Hyer, Helen von Kolnitz**

Santee songs [verse]. 52p. front. D '23 c. Columbia, S. C., State Co. bds. \$1

**Jansky, C. M., and Wood, H. P.**

Elements of storage batteries. 240p. il. O '23 N. Y., McGraw-Hill \$2.50

**Johnsen, Julia E., comp.**

Permanent court of international justice. 117p. (11p. bibl.) D (The reference shelf, v. 2, no. 2) '23 N. Y., H. W. Wilson Co. 90c.  
Reprints of selected articles, briefs, bibliographies, etc., compiled primarily to meet the needs of debaters.

**Kerlin, Robert Thomas**

Negro poets and their poems. 300p. il. D [c. '23] Wash., D. C., Associated Publishers \$1.50

An anthology of contemporary negro poetry, which reveals to white America that the negro feels and thinks, aspires and achieves even as his white neighbor.

**Kern, Edith Kingman, and George, Marian W.**

Little journeys to Alaska and Canada. 93p. il. D (Library of travel) '23 c. '01, '23 Chic., Flanagan 60c.

**Kenyon, Otis Allen**

Carpets and rugs, how they are made how to select them, how to care for them. 168p. il. O '23 North Canton, O., Hoover Co. apply

**Leonard, Emma Jane Carr, comp.**

Mrs. C. H. Leonard's cook book. 253p. il. O c. '23 Grand Rapids, Mich., Grand Rapids Refrigerator Co. apply

**McFarland, Elsie Jeannette**

A special quartic curve. various p. il. Q (Univ. of Cal. pubs. in mathematics, v. 1, no. 18 pp. 389-400) '23 Berkeley, Cal., Univ. of Cal. Press pap. 25c.

**MacValeigh, Dorothea Estara**

Natural law. 43p. front. (por.) D [c. '23] Los Angeles, Cal., Standard Pr. Co. pap. apply

**Merritt, Elizabeth**

James Henry Hammond, 1807-1864. 151p. O (Johns Hopkins Univ. studies; ser. 41, no. 4) c. Balt., Johns Hopkins Press pap. apply

**Morehouse, William Russell**

How to succeed in the bank; a series of frank discussions on the important subject relating to the daily work and progress of bank employees, written from the personal observations of a banker of twenty years' experience. 202p. D c. '23 Los Angeles, Bank Business Builders. apply



**Kessler, Count Harry**

Germany and Europe. 156p. O (Institute of Politics, pubs., Williams College) '23 c. New Haven, Conn., Yale \$2

The author is a former German minister to Poland. His book is composed of the series of addresses delivered by him last summer before the Institute of Politics at Williams College and is an endeavor to put before the American people the situation in Europe and Germany as it exists today.

**Keynes, John Maynard**

Monetary reform. 235p. tabs. O c. N. Y., Harcourt \$2.50

By the author of "The Economic Consequences of the Peace." Proposals for the regulation of currency and credit and a discussion of the main monetary problems of the time.

**Klingensmith, Annie**

Old Norse wonder tales. 158p. il. D '23 c. Chic., Flanagan apply

**Kniffen, William H.**

Commercial banking; 2 v. 808p. il. D '23 N. Y., McGraw-Hill set \$7

**Kranich, Frank N. G.**

Farm equipment for mechanical power. 419p. il. D '23 c. N. Y., Macmillan \$2.75

Designed as an aid to the manufacturer of farm equipment, to the dealer, distributor, and service man, and primarily to the farmer himself. It is also intended for college courses and for the use of students in their later professional work.

**Kroeber, Alfred Lewis**

Anthropology. 532p. il. O [c. '23] N. Y., Harcourt \$4.50

An attempt to sum up the present status of the whole science of anthropology. The author is professor of anthropology, University of California.

**Langer, Susanne**

The cruise of the little dipper and other fairy tales. 175p. il. (col.) D [c. '23] N. Y., Norcross, 315 Fifth Ave. \$2

A collection of fairy tales that includes, besides the title story, "The Wonderful Tale of Nikko," "Peter Dwarf," "The Crystal Bowl," "The Merciless Tsar."

**Lyeskov, Nicolai Semyonovitch**

The cathedral folk; tr. from the Russian by Isabel F. Hapgood. 439p. D c. N. Y., Knopf \$2.50

This, the author's best long novel, was published in 1872 and ranks as a noteworthy picture of Russian priesthood.

**McKee, Louise**

Isaac Pitman dictation course; with a foreword by Evelyn W. Allan. 227p. il. S ['23] N. Y., Pitman \$1.25

**Mackenzie, Donald A.**

Ancient man in Britain. 257p. il. O '23 N. Y., Stokes \$4.50

Manly (The) anniversary studies in language and literature. 442p. (3p. bibl.) front. (por.) O '23 Chic., Univ. of Chic. Press \$5

**Marriott, John Arthur Ransome**

Economics and ethics; a treatise on wealth and life. 303p. (6p. bibl.) O [n. d.] N. Y., Dutton \$5

The author, who believes that between the true principles of economics and the precepts of morality there is no contradiction and that ethical practice

must be conditioned by the economic law, divides his inquiry into five parts: The Problem of Production; The Problem of Distribution; The Problem of Exchange; The Problem of Consumption and The Relation Between the State and Economics.

**Martin, Rev. G.**

The "little way" of spiritual childhood, according to the life and writings of Blessed Thérèse de l'enfant Jésus. 140p. front. (por.) D '23 N. Y., P. J. Kenedy pap. 75 c.

**Martin, Helen Reimensnyder [Mrs. Frederic C. Martin]**

The snob. 391p. D c. N. Y., Dodd, Mead \$2

The story of a marriage, centering around the home of Dr. Eugene Curry, headmaster of the Leitersville Academy.

**Mikell, Isaac Jenkins**

Rumblings of the chariot wheels. 273p. front. D '23 c. Columbia, S. C., State Co. \$1.75

"Doings and misdoings in the barefooted period of a boy's life on a southern plantation."

**Moncrieff, Charles Kenneth Scott, comp.**

Marcel Proust, an English tribute; by Joseph Conrad, Arnold Bennett, Arthur Symonds and others. 153p. D '23 N. Y., Seltzer bds. \$1.75

**Monkhouse, Allan Noble**

The conquering hero; a play in four acts. 96p. D (Contemporary British dramatists, v. 2) [n. d.] N. Y., Stokes \$1.50

**Murphy, Louise**

Sweet Canada; twelve bird songs and a round. 31p. music obl. D '23 c. N. Y., Longmans bds. \$1

**O'Neill, John**

Souls in hell; a mystery of the unseen. 383p. D '24 c. '23 N. Y., N. L. Brown \$2.50

**Osman, Eaton G.**

The last of a great Indian tribe; a chapter of colonial history. 210p. (bibl. foot-notes) il. D [c. '23] Chic., Flanagan apply

**Owen, John**

The hoarding. 370p. D [c. '23] N. Y., Dutton \$2

"Hoarding" is English for "billboard," and the story finds its central theme in the world of advertising.

**Page, Curtiss Hidden**

Japanese poetry; lim. ed. various p. il. (col.) O '23 c. Bost., Houghton \$5

**Palmer, Elizabeth Story**

My memories of old New York. 44p. D '23 c. N. Y., E. S. Gorham, 11 W. 45th St. bds. \$1

**Parkinson, W., and Pressland, A. J.**

A primer of geography. 272p. D '23 N. Y., Oxford \$1.50

**Parlin, Frank Edson**

English phonetics; a manual for teachers of reading and for teachers of non-English speaking pupils. 84p. D '23 c. Bost., Little, Brown 80 c.

**Naiden, Mary Semans**

Luncheon and dinner menus, with recipes for every day in the year. 231p. O c. '23 Ft. Leavenworth, Kan., General Service Schools Press apply

**Packard, Earl L.**

An aberrant oyster from the Oregon Eocene. 14p. il. O (Univ. of Ore. pub., v. 2, no. 4) '23 Eugene, Ore., Univ. of Ore. Press pap. 50 c.



**Patten, Simon Nelson**

Essays in economic theory; ed. by Rexford Guy Tugwell; with an introd. by Henry Rogers Seager. 416p. (bibl. footnotes) O c. N. Y., Knopf \$5

This collection of the author's monographic writings includes only that part of his periodical work which bears directly upon economic theory.

**Pellow, J. D. C.**

Parentalia and other poems. 102p. D '23 N. Y., Oxford \$2.25

**Prokosch, Eduard, and Morgan, Bayard Quincy**

An introduction to German; rev. ed. 361p. D '23 N. Y., Holt \$1.60

**Putnam, George Haven**

Some memories of the Civil War; together with an appreciation of the career and character of Major General Israel Putnam, leader in the Colonial Wars and in the American Revolution. 306p. il. O c. N. Y., Putnam \$2

Papers which recall a few of the incidents and something of the atmosphere of the strenuous years 1861-65.

**Reid, E. Priscilla, and others**

A manual of nursing procedures. 181p. il. D '23 Phil., Saunders \$1.75

**Rietz, Henry Lewis, and Crathorne, Arthur Robert**

Introductory college algebra. 283p. diagrs. D (American mathematical ser.) [c. '23] N. Y., Holt \$1.76

**Rignano, Eugenio**

The psychology of reasoning; authorized tr. by Winifred A. Holl. 404p. O (Internat'l lib. of psychology, philosophy and scientific method) '23 N. Y., Harcourt \$4.50

**Ritchie, Francis**

First steps in Latin; rev. by John Calvin Green, jr. 120p. D c. N. Y., Longmans 88 c.

**Rubinstein, Harold F.**

What's wrong with the drama; five one act plays. 127p. D (Contemporary British dramatists, v. 4) [n. d.] N. Y., Stokes \$1.50

Contents includes "The Theatre," "A Specimen," "Repertory," "Arms and the Drama," "Grand Guignol."

**Rubinstein, Harold F., and Glover, Halcott**

Exodus; a dramatic sequence in five episodes. 109p. D (Contemporary British dramatists, v. 1) [n. d.] N. Y., Stokes \$1.50

**Schneider, Rev. Jacob U., comp.**

Sermons for the home circle; sixty-five gospel messages by pastors of the Evangelical Synod of North America, with special regard to the Sundays and festivals of the church year. 432p. O [c. '23] St. Louis, Mo., Eden Pub. Co. \$2.25

**Seton, Archbp. Robert**

Memories of many years (1839-1922). 320p. front. (por.) O [23] N. Y., Kenedy \$4.50

Reminiscences and confessions of an American pioneer in Papal Rome. Archbishop Seton was the first student to enter the American College in Rome in the sixties, as well as the first Transatlantic to qualify from the Academia of Noble Ecclesiastics.

Songs of deliverance. 92p. D '23 N. Y., Longmans bds. \$1.75

Religious verse which shows the influence of Mary Baker Eddy's "Science and Health."

**Spencer, Edmund**

Spencer selections; with essays by Hazlitt, Coleridge and Leigh Hunt; with an introd. and notes by W. Renwick. 224p. front. D (Clarendon ser. of English lit.) '23 N. Y., Oxford \$1.20

**Stanton, Father [Rev. Arthur Henry Stanton]**

Faithful stewardship and other sermons; ed. by E. F. Russell. 191p. D [n. d.] N. Y., Doran \$1.60

A new edition of this posthumous collection of sermons printed exactly as they were delivered.

**Sterling, George**

Truth; a poetic play. 124p. Q '23 c. Chic., The Bookfellers \$3.75

**Sternheim, Carl**

Fairfax; tr. from the German by Alfred B. Kuttner; lim. ed. 66p. O '23 N. Y., Knopf bds. \$7.50

**Rea, George**

An introduction to predetermined costs. 15p. O (Official pubs. v. 5, no. 7) '23 N. Y., Nat'l Assn. of Cost Accountants, Bush Terminal Bldg. pap. 75 c.

**Sanders, Leontine Henry**

Furnishing the home. 23p. il. (pt. col.) D (House decoration ser., bull. no. 4) [c. '23] N. Y., Butterick Pub. Co. apply

**South Dakota. Laws and Statutes**

South Dakota workmen's compensation law. 27p. O '23 Pierre, S. D., State Pub. Co. apply

**Treadwell, Aaron L.**

The heteronereis phase of a new species of a polychaetous annelid from Uruguay. 3p. il. O (Proc. of U. S. Nat'l Museum, v. 64, art. 9, pp. 1-3) '23 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

**U. S. Dept. of Commerce; Bureau of Foreign and Domestic Commerce**

Australia. 24p. O (Trade and economic review, 1922, no. 18; supplement to commerce reports) '23 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Bolivia. 16p. O (Trade and economic review, 1922, no. 25; supplement to commerce reports) '23 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Chile. 22p. D (Trade and economic review, 1922, no. 24; supplement to commerce reports) '23 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Venezuela. 20p. O (Trade and economic review, 1922, no. 13; supplement to commerce reports) '23 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Virgin Islands of the U. S. 15p. O (Trade and economic review, 1922, no. 21; supplement to commerce reports) '23 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

**Stevenson, Burton Egbert**

The storm-center; a romance. 327p. front. D '24 c. '23 N. Y., Dodd, Mead \$2

O'Neill, the Irish-American hero of the story, accepts from a stranger in Paris a ticket for the Marseilles express, the train which meets all steamers for Africa, and almost at once finds himself in the heart of desert intrigue.

**Strzygowski, Josef**

Origin of Christian church art; new facts and principles of research; 8 lectures delivered for the Olaus-Petri foundation at Upsala, to which is added a chapter on Christian art in Britain; tr. from the German by O. M. Dalton and H. J. Braunholtz. 288p. (bibl.) il. Q '23 N. Y., Oxford \$12

**Svensen, Conrad**

Daily meditations; arranged according to the church year; ed. by George Taylor Rygh. 454p. O '23 c. Minneapolis, Minn., Augsburg Pub. House \$1.75

**Sylvester, F. L.**

Self-taught mechanical drawing and elementary machine design; a treatise comprising the first principles of geometric and mechanical drawing, workshop mathematics, mechanics, strength of materials, and the design of machine details, including cams, sprockets, gearing, shafts, pulleys, belting, couplings, screws and bolts, clutches, fly-wheels, etc. Prepared for the use of practical mechanics and young draftsmen, with additions by Eric Oberg; with chapters on the "Technique of mechanical drawing" and "Freehand lettering for working drawings" by C. W. Reinhardt, 3rd ed. 355p. diagrs. D '23 N. Y., Henley \$2.50

**Tharaud, Jean and Jérôme**

The shadow of the cross; tr. from the French by Frances Delanoy Little. 244p. D c. N. Y., Knopf \$2.50

Impressions of a little village in the Carpathians where the tradition of Jewish civilization has its conflict with modern and hostile conditions.

**Tillett, Wilbur Fiske, D.D.**

The hand of God in American history; 3rd printing, rev. and enl. 55p. D [c. '23] Nashville, Tenn., Cokesbury Press bds. 75 c

A study of Divine Providence as seen in the life and mission of a nation.

**Villiers, Elizabeth**

The mascot book. 198p. il. D [n. d.] N. Y., Stokes \$1.75

A popular encyclopaedia of bringers of luck, with their attendant legends and beliefs.

**Walpole, Horace**

The castle of Otranto; with Sir Walter Scott's introd. and preface by Caroline Spurgeon. 223p. S [n. d.] N. Y., Stokes bds. \$1.50

A reprint of the story which was described by Byron as the first romance in the language.

**Webster, Hutton**

World history. 796p. (bibl. note) il. (col. front.) O [c. '23] Bost., Heath \$2.12

**Wentworth, Patricia**

The astonishing adventure of Jane Smith. 313p. D [c. '23] D Bost., Small, Maynard \$2

A mystery story of a girl's adventures with a group of anarchists.

**Whiting, A. D., M.D.**

Bandaging; 2nd ed., rev. 155p. il. D '23 Phil., Saunders \$1.75

**Williams, Joy**

The sources of law in the Swiss civil code. 200p. O '23 N. Y., Oxford \$2.50

**Wilson, John Fleming**

Somewhere at sea and other tales; with an introd. by Robert H. Davis and an appreciation by Raymond Blathwayt. 439p. D [c. '23] N. Y., Dutton bds. \$2

Containing, with the title story, The Admiral of the Ooze, The Great Arctic Handicap, The Story of Gunderson, The Saving Sense, Ninety Days, Junk, The Business of Going to Sea, Number 1100, Creation Reef, David Mackleby, Commodore Erroll's Subscription.

**Winslow, Kenelm**

The prevention of disease in the individual; 2nd ed., thoroly rev. 427p. il. D '23 c. '16 Phil., Saunders \$2.50

**Young, John William Albert, ed.**

Monographs on topics of modern mathematics relevant to the elementary field; 3rd ed. 424p. O '24 c. '11-'24 N. Y., Longmans \$4

**Zimmer, George Frederick**

A popular dictionary of botanical names and terms, with their English equivalents, for the use of botanists and horticulturists, as well as for lovers of the flowers of garden, field and wood; 2nd ed. 128p. D [23] N. Y., Dutton \$2

**Wiest, Edward**

Agricultural organization in the U. S.; with an introd. by Dwight Sanderson. 641p (bibl. footnotes) O c. Lexington, Ky., apply

**Wolfe, Clyde**

On the indeterminate cubic equation,  $x^3 + Dy^3 + D^2z^3 - 3Dxyz = 1$ . various p. Q (Univ. of Cal. pubs.

in mathematics, v. 1, no. 16, pp. 359-369) '23 Berkeley, Cal. Univ. of Cal. Press pap. 25 c.

**Wong, Bing Chin**

A study and classification of ruled quartic surfaces by means of a point-to-line transformation. various p. Q (Univ. of Cal. pubs. in mathematics, v. 1, no. 7, pp. 371-387) '23 Berkeley, Cal., Univ. of Cal. Press pap. 25 c.

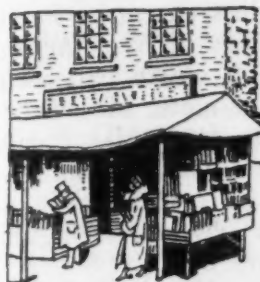
# Title Index to the "Weekly Record"

Does not include the material listed in smaller type

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 Hand of God in American history, The. Tillet, W. F. 75c. *Cokesbury Press*  
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 Inns of Greece and Rome, The. Firebaugh, W. C. \$6 *F. M. Morris*  
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- Roger Bacon's letter concerning the marvelous power of art, etc. Bacon, R. \$1.25  
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Houghton
- Truth. Sterling, G. \$3.75  
Bookfellows
- World history. Webster, H. \$2.12  
Heath



## Old and Rare Books



Edited by Frederick M. Hopkins

**A**MONG the publications of Houghton Mifflin which will appear this month will be the long expected limited edition of Archibald Henderson's "Washington's Southern Tour."

Owners of letters of the late Josephine Preston Peabody are requested to send them to Lionel S. Marks, 192 Brattle Street, Cambridge, Mass., for possible use in biography. Mr. Marks promises that all such letters sent to him will be acknowledged promptly and will be returned at an early date.

Next month Boni & Liveright will issue the last volumes of the Carra Edition of the works of George Moore. There will be twenty-one volumes in the set and the edition is limited to 1,000 sets. This is intended by Mr. Moore to be the final and definitive edition of his works, and each of the volumes has undergone a careful revision at his hands.

In the forthcoming sesquicentennial of the Revolution probably the first celebration in New York will be the anniversary of the beginning of the war at Constitution Island. A number of old documents have just come to light bearing on this unfamiliar chapter in American history, and it now appears that the Revolution literally was commenced at this point, and it was here that the last troops were mustered out.

In 1896 a Chicago journalist wrote to G. Bernard Shaw, asking for the story of his life and propounded nine specific questions, to which Mr. Shaw replied at great length. The journalist made some use of this early autobiography of Mr. Shaw's, but he did not use it all, and the manuscript having recently come into the possession of Mr. Jerome Kern, he reprinted it with an introduction by Christopher Morley in a little book to give his friends for Christmas. Only sixty-two numbered copies were issued and it will be greatly desired by Bernard Shaw collectors.

*The Bookman's Journal* announces the early publication of "A Bibliography of the Writings of Lewis Carroll," by Sidney H. Williams. The first and rare editions of the author of "Alice in Wonderland" have long been collectors' items and this work will form the first bibliography of these items. All of the books, pamphlets, leaflets, circulars, etc., issued under the pseudonym of Lewis Carroll, or anonymously in the Carroll vein, will be fully collated in Part I. In Part II will be described all other works issued under the author's real name, C. L. Dodgson, and Part III will be devoted to his contributions to periodicals. Part IV will cover books about Carroll and miscellanea. Several title pages will be reproduced in facsimile, and there will be a comprehensive index. The edition will be limited to 700 numbered copies.

Library sets of esteemed authors in sumptuous bindings, including editions de luxe, collected sets of first editions, extra-illustrated works, autograph editions, and autograph letters of celebrities, comprising the private library of the late Mrs. Ellen B. Roberts of this city, with additions, will be sold at the American Art Galleries, on January 22. Among the outstanding items are Edward S. Curtis's "North American Indians," 24 vols., 4to and folio, 1907-1922, all issued to date; Audubon's "Birds of America," in 31 original parts, royal 8vo, New York, 1849-54, in fine condition; collected set of the first editions of the writings of Thomas Hardy, 44 vols., 12mo and 8vo, full polished calf by Sangorski and Sutcliffe, London, 1872-1914; extra-illustrated edition of the "Life and Letters of Washington Irving," 3 vols., extended to 6, by the insertion of 65 autograph letters and documents and 265 portraits and views; a complete set of autograph letters and documents of all the presidents from Washington to Harding; a complete set of the first editions of Sir Walter Scott's Waverley Novels; several Washington letters and some very important letters written by James Monroe, afterwards president.



The Shakespearean library of Eustace Conway of this city, comprising 266 lots, consisting of source books, books by and about Shakespeare, and English literature of the Elizabethan period, was sold at the Anderson Galleries January 10, bringing \$3,568.75. The highest price, \$360, was paid for Munday and Chettle's "Death of Robert, Earle of Huntington, Otherwise Called Robin Hood," etc., 4to, morocco by Bedford, London, 1601, first edition, printed in black letter, from the library of Frederick Locker Lampson with his bookplate. Other important items and the prices realized were Robert Anton's "The Philosophers Satyrs," small 4to, half morocco, London, 1616, first edition, \$60; Chaucer's "Works," folio, contemporary calf, London, 1721, first edition to contain the "Tale of Gamelyn," \$44; William Dugdale's "Antiquities of Warwickshire," folio, rus-sia, London, 1656, first edition, \$72.50; "The Earle of Gowries Conspiracie against the Kings Maiestie," small 4to, half morocco, London, 1603, very rare, with the Huth bookplate, \$57.50; Massinger's "The Roman Actor," small 4to, vellum, London 1629, first edition, \$40; John Taylor, the Water Poet's "Works," small folio, morocco, London, 1630, first complete edition \$25; and a complete set of the Tudor Translations, 43 vols., 4to and folio, cloth, uncut, London, 1907-09, one of 125 copies printed, \$51.

Literary and historical autograph letters and manuscripts, American and English, from the collections of F. L. Hadley of Moundville, Va., Eustace Conway of this city, and George R. Barrett of Boston, with additions, will be sold at the Anderson Galleries January 23 and 24. The most important item is a collection of 211 autograph letters signed, and 7 fragments of letters, comprising over 1,000 pages, 4to and 8vo, written by Washington Irving from August 30, 1816 to February 15, 1858, the year before his death. The lot also includes the 16 page fragment in Irving's handwriting of the private memorandum on the death of Matilda Hoffman, his fiancée, which was found after his death with a miniature and lock of her hair in a repository of which he always kept the key. Also, 12 letters to Irving from Thomas Campbell, Cornelius Matthews, W. Sotheby, B. R. Hayden, John Murray, W. C. Bryant, Sir Walter Scott, David Wilkie, Nathaniel Hawthorne and N. P. Willis. The whole is enclosed in a morocco case. This is the finest collection of Irving letters ever offered, containing 144 apparently unpublished, and the remainder being among those

reprinted at greater or less extent in Perre Irving's "Life and Letters of Washington Irving." It comprises the entire collection of letters addressed to his niece, Mrs. Storrow; most of those to his sister, Mrs. Paris; and one to his mother, written a few months before her death. The historical letters include several written by Washington, among them a long letter of 4 folio pages, outlining the plan of attack on New York, written May 27, 1781, which culminated in the reconnaissance of July 21, and the capture of Fort Independence.

In the editorial rooms of the Standard Dictionary, at 354 Fourth Avenue, there is on exhibition a collection of English dictionaries, chiefly first editions dating from pioneer days—when John Cowell began in 1600 the uncompleted work of Sir James Murray, still in the making. These lots, more than sixty in all, form a comprehensive history of English speech, and are the collection of Dr. Frank H. Vizetelly, made in thirty-five years he has been connected with the editorial work of the publishers of the Standard Dictionary.

### Auction Calendar

**Monday and Tuesday afternoons, January 21st and 22nd, at 2:30.** Broadsides extraordinary from the collections of the late George R. Barrett, Boston, and William E. Spalding, Nashua, N. H., and other rare Americana. (Items 693.) The Anderson Galleries, 489 Park Ave., New York City.

**Wednesday and Thursday afternoons, January 23rd and 24th, at 2:30.** Autograph letters and manuscripts from the collections of F. L. Hadley, Moundville, W. Va., Eustace Conway, New York City, and the late George R. Barrett, Boston. (Items 455.) The Anderson Galleries, 489 Park Ave., New York City.

**Thursday morning, January 24th, at 10:30.** (No. 314; Items 327.) The Walpole Galleries, 12 W. 48th St., New York City.

### Catalogs Received

**Association copies.** (No. 1; Items 65.) Normandie Book Co., Morristown, N. J.

**Auctores Latini, original texte, uebersetzungen und erklarungsschriften lateinischer klassiker.** (Items 2374.) Joseph Baer & Co., 6 Hochstrasse, Frankfurt A. M., Germany.

**Books on a variety of subjects, comprising Americana, illustrated books, poetry, etc.** (No. 23; Items 689.) J. W. Browne & Son, Addison House, Rugby, England.

**Books, rare, choice and miscellaneous.** (No. 6; Items 814.) Martin A. McGoff, 17 Moorfields, Liverpool, England.

**Choice autographs.** (No. 933; Items 122.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

**Alte Naturwissenschaften Medizin.** (No. 530; Items 780.) Karl W. Hiersemann, Konigstrasse 20, Leipzig, Germany.

**Buchgeschichte.** Karl W. Hiersemann, Konigstrasse 20, Leipzig, Germany.

**Kunstgeschichte, Illustrierte Bucher.** (Items 670.) Antiquariat Am Lützowplatz, Berlin W. 62, Germany.

**Languages—a selection of dictionaries, grammars, dialogs, etc.** (No. 17C.) E. Steiger & Co., 49 Murray St., New York City.

**Miscellaneous books, including first editions, early literature, sets, etc.** (No. 68; Items 1456.) F. C. Carter, 71 Middle Lane, Hornsey, N. 8, London, England.



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**The Publishers' Weekly**

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R. R. BOWKER CO., PUBLISHERS

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## The Weekly Book Exchange

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Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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## BOOKS WANTED

- A., B., C., care of Publishers' Weekly
- The Commercial and Financial Chronicle, vols. 1 to 31, July, 1865-December, 1880, and Jan.-June, 1876, July-December, 1880. Quote any or all and any long runs.
- Hunt's Merchants' Magazine, vols. 1 to 63, complete, and 58 to 63.
- Alcove Bk. Shop, 936 Broadway, San Diego, Cal. Ingraham, Adventures of Wild Bill.
- Amer. Bap. Pub. Soc., 125 N. Wabash, Chicago Todd's Students' Manual.
- Amer. Bap. Pub. Soc., 1107 McGee, Kansas City, Mo. Rise of Religious Liberty in America, S. H. Cobb. Studies in the Model Prayer, G. D. Boardman; Epiphanies of the Risen Lord.
- The Bible or the Church, Robert Anderson.
- Amer. Bap. Pub. Soc., 223 Church, Toronto, Can. The Woman of Babylon, Joseph Hockin.
- Architectural Bk. Pub. Co., 31 E. 12th St., N. Y. Guerin and Parish, Water Color Rendering.
- Theodore Arnold, 333 Dolphin St., Baltimore Wiltach, Potomac Landings, new or old. Delaware and Eastern Shore, new or old. Seeing the Sunny South, Faris, new or old.
- Auditorium Bk. Store, 1407 Arapahoe, Denver, Col. Underground Russia; Nihilist, Stepniak. Socialism Versus Democracy, Max Hirsh. Trans-Himalaya, by Sven Hedin, German or English.
- William M. Bains, 1213 Market St., Philadelphia Death Blow to Spiritualism. History of the Early Settlement and Progress of Cumberland County, N. J.
- G. A. Baker & Co., 144 E. 59th St., New York Robinson, R. E., A Hero of Ticonderoga; Sam Lovell's Boy; Uncle Lisha's Outing; Danvis Pioneers, 1st eds.
- Wm. Ballantyne, 1409 F St., N. W., Wash., D. C. Morse Stephenes' History of the French Revolution. David Ramsay's Life of Washington.

## Wm. Ballantyne—Continued

The Kentucky Preceptor (an old school book). Flint and Gibson, On Surveying.

H. C. Barnhart, 35 W. Market St., York, Pa. When Malinda Sings, by Paul Laurence Dunbar. Draper's History of the World.

## N. J. Bartlett, 37 Cornhill, Boston

Poems of Fitz Green Halleck, ed. Wilson, 1868. Chaffer's Marks on Pottery and Porcelain.

## Beacon Book Shop, 26 W. 47th St., New York

Faust, German Element in U. S. Mason, John the Unafraid. Wylie, Towards Morning. Watson, Doctor of the Old School.

## Benson Office Supply Co., Aberdeen, Wash.

Pioneers of the Old Southwest, by Mary Johnston, originally pub. Yale Univ. Press, Chronicles of America series. History of the Mississippi Valley, by Rozier; History of Southeast Missouri, both pub. Good-speed Historical Soc.

## C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York.

Schofield's General Telegraph A B C 5th Improved. Peterson Banking, Samper's Code. Western Union, Lieber's 5-Letter Codes. Any American-Foreign Language Code.

## Bianco &amp; Paley, 18 W. 8th St., New York

Dibdin, Typographical Antiquities. Claudin, History of Printing in France. Forrest Reid, The Bracknells; The Kingdom of Twilight. Pepys' Diary, any good ed. Strindberg, any. O'Neill, any 1st eds. Stephen Crane, any 1st ed. Boole, Logic. Nietzsche, Foulis ed., any. Guiney, The White Sail; Happy Ending. Adams, Overset. Bramah, The Wallet of Kai Lung. Mallarmé, in French, any. Verlaine, in French, any.

## BOOKS WANTED—Continued

W. H. Blumenthal, 19 W. 44th St., New York  
Sam Lloyd, Puzzle Book, or other.  
Eccentric Books and Odd Bindings.

Bd. of Christian Educ. of the Presby. Church,  
420 Elm St., Cincinnati, O.  
Early Christian Literature Primer, George A. Jack-  
son, ed. by George P. Fisher, 4 vol. set.  
The Post-Nicene Latin Fathers.

Bd. of Christian Educ. of the Presby. Church,  
Witherspoon Bldg., Philadelphia  
Pilgrim's Progress, Presbyterian Board of Publica-  
tion, 1834, illus. with steel engravings.

Bd. of Christian Educ. of the Presby. Church,  
914 Pine St., St. Louis, Mo.  
Pulpit Commentary, complete set, 51 vols.

Book Shelf, 15 Garfield Place, Cincinnati, O.  
Catherine Maria Sedwick novels.  
Joyce, Ulysses.  
Eliot's Five-Foot Bookshelf.

Book Shop, 219 N. 2nd St., Harrisburg, Pa.  
Aristocrats of the Garden, Wilson.  
Our Island Saints.  
Canyon Voyage, Dellenbaugh.  
Amazing Adventures of Letitia Carberry, Rinehart.

Book Shop, 216 Cherry St., Jamestown, N. Y.  
How to Pronounce the Names in Shakespeare, by  
Theodora Ursula Irvine.

Booke Shop, 4 Market Sq., Providence, R. I.  
Mediaeval Town Series, Florence.  
Sedgewick, A Lady of Leisure.  
Kipling, Just So Stories, \$2.50, illus. ed.  
American Animals, Witmer Stone, Doubleday.  
Meslier, Superstition of All Ages.  
Yellow Wall Paper.  
Millay, Renaissance; Second April.  
Bradford, Preludes and Interludes.

Charles L. Bowman, 118 E. 25th St., New York  
Giddings, Democracy and the Empire.  
Parsons, How to Plan the Home Grounds.  
Wheeler, How to Make Rugs.  
Wicksteed, Common Sense of Political Economy.  
Powys, Visions and Revisions.

E. P. Boyer, Bourse Bldg., Philadelphia  
Arrian, Alexander, Hooke's trans.  
Caesar, Commentaries, Duncan's trans.  
Monroe, History of Mackay's Regiment.  
Ramsay, Life of Turenne.  
Swedish Intelligencer.  
Harts's Life of Gustavus Adolphus.  
Henderson, Stonewall Jackson.  
Clausewitz, Campaign of 1812 in Russia, 1843.  
Memoirs of Duke of Berwick.  
Coxe's Marlborough, with Atlas.

Brandt & Kirkpatrick, 101 Park Ave., New York  
The Sea Hawk, by Bailey Millard, pub. by Wesels  
& Bissel Co.  
United States Catalogue, 1st vol., 1912; 2nd vol.,  
1912-1917; 3rd vol., 1918-1921; will take complete or  
any.

Brentano's, 218 S. Wabash Ave., Chicago  
Abbott, Franconia Stories, Harper.  
Alger, Fame and Fortune; Ragged Dick, Winston.  
Bird, Life of Paul, 2 copies.  
Bacon, Pictures Every Child Should Know.  
Beatty, Study Outline on Contemporary Drama,  
Wilson.  
Birmingham, Simpkin's Plot, Doran, 2 copies.  
Binstead, Useful Details in Several Styles.  
Cable, Madam Delphine, Scribner, 2 copies.  
Chambers, The Reckoning; The Firing Line.  
Davies, The Melting of Molly; Over Paradise  
Ridge.  
Edwards, Dictionary of Thoughts.  
Eggleston, Rebel's Recollections, Putnam.  
Finnerty, War Path and Bivouac.  
Finley, Signing the Contract.  
Finot, Race Prejudice.

## Brentano's, Chicago—Continued

Gardner, Broken Dreams, 2 copies.  
Gomes, Seventeen Years Among the Dyaks of  
Borneo.  
Haggard, The Ghost King.  
Humfreyville, Twenty Years Among Our Hostile  
Indians.  
Hanbery, Sport and Travel in the Northland of  
Canada.  
Harriman, Alaska Expedition.  
Harris, In Search of a Husband.  
Hans, The Great Sioux Nation.  
Hay, Companions of the Sorrowful Way.  
Irwin, Venus in the East.  
Ingersoll, Wit, Wisdom and Eloquence.  
Jenssen, Anne Pedersdotter, Little, Brown, 3 copies.  
Keyser, In Birdland.  
Lea, Valor of Ignorance.  
Lees, A Summer in Touraine.  
Leroy-Beaulieu, Israel Among the Nations, Putnam.  
McKenney and Hall, Indian Tribes, 3 vols., large  
8vo.  
Mann, The Unofficial Secretary.  
Maus, The New Indian Messiah.  
Medley, The Church and the Empire.  
Nokes, The Auctioneer's Manual.  
Ouida, Wanda.  
Peters, After Death, What?  
Phillips, Red Saunter's Pets 2 copies; Red Saun-  
ders, 2 copies.  
Pickett, The Fourth Physician, 2 copies.  
Remington, A Bunch of Buckskins, Russell.  
Rittenhouse, The Character Diploma, Brooklyn  
Eagle Press.  
Sacred Harp, Old Hymnbook.  
Seltzer, The Triangle Cupid.  
Seligman, Melanesians of British New Guinea.  
Tarbell, History of Standard Oil.  
Tegetmeier and Sutherland, Horses, Asses, Zebras,  
etc.  
This Is for You, Revell.  
Thomson, The Mysteries of Life.  
Thompson, The Life of Eugene Field.  
Udike, Printing Types, first impression.  
Van Dresser, The Little Brown Hen Hears the  
Song of the Nightingale, Paul Elder; Gibby of  
Clamshell Alley, Dodd, Mead & Co.  
Vannini, Practical and Theoretical Grammar of the  
Italian.  
White Rose of Memphis.  
Walker, Criminal Law, 8th ed. only.  
Walpole, Fortitude.  
Warren, Descriptive Geometry, with plates.  
Whitney, The Reformation.  
Zig Zag Journeys in India.

## Brentano's, 5th Ave. &amp; 27th St., New York

The Post Family, Marie C. de Trobriand Post.  
Aaron Burr Conspiracy, W. F. McCaleb.  
Private Journal of Burr During Four Years' Resi-  
dence in Europe, with Selections from Corre-  
spondence, ed. by M. L. Davis.  
Mr. Barnes of New York, Grenther.  
Muskox, Bison, Sheep and Goats.  
Sport and Travel in the Northland of Canada,  
David Hanbury.  
History of Rationalism in Europe, Lecky.  
Old Santa Fe Trail; Old Salt Lake Trail, Inman.  
History of Egypt; Israel in Egypt, Petrie.  
Set in Silver, Williamson.  
The Voice and Its Natural Development, Jennings.  
The Irish Difficulty of Shall and Will, Molloy.  
Our West Indian Neighbors, F. A. Ober.  
Mary of Magdala, Heyse.  
Evolution of the Horse, Osborne.  
Italy, Browning; England, Browning, H. A. Clarke.  
Garden That I Love, A. Austin.  
Alpine Flowers and Gardens, G. Flemwell.  
Flowers and Gardens of Japan, F. DuCane.  
Gardens of England, E. T. Cooke.  
Kew Gardens, A. R. H. Moncrieffe.  
Chance and Luck, Richard Anthony Proctor.  
Ideas of a Plain Country Woman, Strauss.  
Through the Green Door.  
Work of Hertz and Some of His Successors, Oliver  
Lodge.  
Conduction of Electricity Through Gases, J. J.  
Thompson.  
Diseases of the Cat, J. Woodruffe Hill.  
University Algebra, B. Olney.



## BOOKS WANTED—Continued

## Brentano's, New York—Continued

- Examples of Colonial Architecture in South Carolina and Georgia, Hessing.  
 Eugene Aram, Bulwer Lytton.  
 Malay Sketches, Sir Frank Swettenham.  
 Facts and Fancies About Java, Augusta de Witt.  
 Brief History of Eastern Asia, Hannali.  
 Things Japanese, Basil Chamberlain.  
 China, Robert Douglas.  
 Chinese Lyrics From the Book of Jade, James Whitall.  
 Juda, Past and Present, Florence Annie Steel.  
 Benanes, the Sacred City, E. B. Havell.  
 When Charlie Was Away.  
 Beauchamp Tragedy.  
 Declaration of Independence, an Interpretation and an Analysis, H. Friedenwald.  
 Fabric Glossary, Colton.  
 Romance of Words, Weekly.  
 Life and Art of Edwin Booth, William Winter.  
 The Quaker Saints, Hodgkin Phillips Le Roy.  
 The Appeal of the Picture, Tilney.  
 Remarks of Bill Nye.  
 Bill Nye's Sparks.  
 Rules of Order, 1904 ed., Roberts.  
 Atlantis and Lemuria, Rudolf Steener.  
 The Pines of Lory, Mitchell.  
 A Digest of Progress and Composition and Allied Decisions in Patent Cases, Edward Thomas.  
 Madame Therese, Erckmann and Chatrian.  
 With the Empress Dowager of China, Carl.  
 Co-operation Among Farmers, Coulter.  
 Little Citizens and Little Aliens, Myra Kelly.  
 George Villiers, Duke of Buckingham.  
 The Motor Chaperone (about Holland).  
 The Car of Destiny (about Spain).  
 Sailing Ships of New England.  
 Round the Horn Before the Mast.  
 MacLay, E. Stanton, History of American Privateers, Appleton, 1899; History of U. S. Navy.  
 Trow, C. E., Old Shipmasters of Salem, Putnam, 1905.  
 Lever, Dorsey, Deck Officer's Sheet Anchor, 1835.  
 Wade, Symbol of Heraldry.  
 Clark, Introduction of Heraldry.  
 Coke, Art of Silhouette.  
 Blavatsky, Isis Unveiled, Boughton ed.; Secret Doctrine.  
 Tom Horn, Louthar Book Co., Denver.  
 Petrarch's Poems, English ed.  
 Marie Antoinette, 1st ed., Brentano.  
 Kipling, Rudyard, The Brushwood Boy, early ed.  
 Tebbs, L. A., Bobbin Lace, 1907.  
 Tebbs, L. and R., Supplement to the Art of Bobbin Lace, 1911, Chapman and Hall.  
 Goodyear, Drama of the Lotus.  
 Common Law, Chambers.  
 History of Italy, J. S. C. Abbott.  
 Abandoned Room, Camp.  
 A Comparative Study of the Play Activities of Adult Savages and Civilized Children, L. Estelle Appleton.  
 Psychology and Philosophy of Play, W. H. Winch.  
 Art for Life's Sake, Caffin.  
 Set of Life and Labors of Henry W. Grady.  
 Apes and Monkeys, R. L. Garner.  
 Patriotism and Common Sense, A. A. Warden.  
 The Middle Ages, 1 vol. ed., Victor Durny.  
 Dancing for Strength and Beauty, Edward Scott.  
 The Life and Death of Richard Yea and Nay, Maurice Hewlitt.  
 Historical Nuggets; Philosophical Nuggets; Don't Worry Nuggets, 2 copies; Patriotic Nuggets; Educational Nuggets; Quaint Nuggets, pub. Ford's.  
 Howard and Hulbert, 6 small vols.  
 Michael Faraday, His Life and Works, S. P. Thompson.  
 Experimental Researches in Chemistry and Physics, 3 vols.  
 Brentano's, F and 12th Sts., Washington, D. C.  
 Wilstach, Potomac Landings.  
 Darwin, Power of Movement in Plants.  
 Country Life, English, Aug. 9th and 26th, 1914.  
 Brick Row Bk. Shop, 104 High, New Haven, Conn.  
 Alice's Adventures in Harvard.  
 History of Simsbury, Phelps.

## Brick Row Book Shop—Continued

- Paris Fashions, Octave Uzanne.  
 Costume, Aria.  
 History of Oregon, Gray.  
 Puget Sound, J. G. Swann.  
 History of Windham, Conn., L. M. Larned.  
 History of Connecticut, Stiles.  
 Cathedral de Chartre, Chartres.  
 Rejeria of the Spanish Renaissance.  
 Screens and Galleries; Roodscreens, Bond.  
 The Flower Shop.  
 Hellenistic Athens, Wm. S. Ferguson.

## Brick Row Bk. Shop, 19 E. 47th St., New York

- Birkbeck Hill, Johnson Letters, 2 vols.  
 Grolier Catalogue of Johnsoniana.

## Bridgman's Book Shop, Northampton, Mass.

- Hodge's Child's Guide to the Bible.  
 Dewey's Introduction to Modern Philosophy.  
 The Patriot, by Fogazzaro.  
 Forel, Hypnotism or Suggestion.  
 Finot, Race Prejudice, trans. by Evans.

## Morris H. Briggs, 5113 Kimbark Ave., Chicago

- Kendall, Santa Fe Trail, vol. 2, 1844.  
 Bernheim, G. D., Hist. German Settlements, 1872.  
 Nuggets and Dust, London, 1872.  
 Bierce, Tales, Soldiers and Civilians, 1891; Monk and Hangman's Daughter, 1892.  
 Cather, Willa, April Twilights, 1903; Troll Garden, 1905; My Antonia, 1918.  
 A. L. S. Presentation Books, Collected Authors.  
 Conrad, Children of the Sea; The Inheritors; Falk. A Personal Record.  
 Fish, Daniel, Lincoln Bibliography.  
 Priced Lincoln Auction Catalogues.  
 Herndon and Weik, Lincoln, vol. 1, blue cloth.  
 Whitney, On the Circuit With Lincoln.  
 Books, pamphlets, speeches by or about or referring to Abraham Lincoln.  
 Progressive National Service Publications, pub. in New York, 1913.  
 Roosevelt, Some American Game, 1897.  
 Howland, Triumphs Roosevelt Administration.  
 Book of the Homeless, hand-made paper ed.  
 Cuba's Struggle Against Spain.  
 Read, Opie, Adventure of a Vice-President.  
 Speech of Governor Roosevelt, Akron, 1899.  
 After Dinner Speeches, Lotus Club, 1901.  
 Master of Game, folio ed., London, 1904.  
 Claims and Opportunities of the Christian Ministry, Association Press.  
 Roosevelt, Naval War of 1812, 1882; Winning of the West, 4 vols., 1889-1896; New York, 1891; American Ideals, 1897; Deer Family, 1902, large paper ed.  
 Whitredge, F. E., Roosevelt and Parker, 1904.  
 Books, pamphlets, anything by, about or referring to Roosevelt and Woodrow Wilson; especially wanted, Govt. Press pamphlets.

## Brockmann's, Charlotte, N. C.

- McCarthy, Duke's Motto.

## Brooklyn Museum Lib., Eastern Pkway., Brooklyn

- Antiquarian, vol. 1, no. 1.

## Frank C. Brown, 44 Bromfield St., Boston, Mass.

- Sand Dunes and Salt Marshes, Townsend.  
 Angel Over the Right Shoulder, H. Trusta, 1851.  
 Our First Men, or The Richest Men of Massachusetts, Boston, Pettridge & Co., 1851.  
 Water Ferns, Holt.  
 Ancestors of Abraham Lincoln, Lee & Hutchinson, Houghton, Mifflin & Co., 1909.  
 Harvard Index for 1893-4.  
 New International Year Book for 1917.  
 Samuel Comstock, by William Comstock, Boston, 1840.  
 Hitchcock's Geology of Massachusetts.  
 Rip Raps, by W. C. Kerr.  
 Voyage of the Fleetwing, Newhall.  
 Historic Summer Haunts from Newport to Portland, Bullard.  
 Starbuck's Whaling.  
 Memoirs of the American Academy, vol. 2, part 1.

## Brown Book Shop, Madison, Wis.

- Groves' Dictionary of Music, late ed.



## BOOKS WANTED—Continued

Foster Burns, 4711 15th St. N. W., Wash., D. C.  
 Cleveland, Fishing, etc., Sketches, Outing, 1906.  
 Cook, Old Touraine, vol. 2, London, 1900.  
 Franck, Four Months Afoot in Spain, 1911; Zone  
 Policeman 88, 1913; Vagabonding Down the Andes,  
 1917; Roaming Thru the West Indies, 1920.  
**Burrows Bros. Co., 633 Euclid Ave., Cleveland**  
 Happy Hawkins; Friar Tuck, Wason.  
 Byerlys, Elements Integral Calculus, 2 copies.  
 Lives of Twelve Bad Men.  
 Lives of Twelve Bad Women.  
 Chestnuts, A Diary from Dixie, 3 copies.  
 Florence Warden, Inn by Shore, Scheheragada;  
 At World's Mercy.  
 Ellis, The Bible Versus Tradition.  
 Aristotle, any vols. in English.  
 Grier and Lawson, Truth and Life.  
 Warner's Invisible Supply.  
 White, Warfare, Science and Theology, 3, special  
 price.  
 Draper, Intellectual Development Europe.  
 Spinoza, works, English.  
 Trowbridge, works, complete 1 vol. ed.  
 Hall's Adolescence, 2 vols.  
 Pryse, Apocalypse Revealed, 2nd ed.  
 Lincoln, Unwilling Maid.  
 Addison, Spectator; Tatler; Guardian.  
 Prescott, Charles V.; Miscellanies, 8vo., black cloth.  
 Bierce, odd vols. with Can Such Things Be?; odd  
 vols., Tales of Soldiers and Civilians.  
 MacLay's American Privateers.  
 Hamerton's Paris, regular and folio, 1st ed.  
 Eugene Wood, any poems or books by.  
 Hist. Collections of Virginia, Barber and Howe.  
 W. Victor, Shakespeare's Pronunciation, 2 vols.  
 Holley, My Opinions and Betsy Bobbitts.  
 Sallust, Historia Amoris, 1st ed.; Historia En-  
 thrall'd, no fancy prices.  
 Stephens, Crock of Gold, cheap copy.  
 Mitchell's The Last American.  
 Marriage, by Susan Ferrier.  
 Kennedy, Mechanics of Machinery.  
 Slim Princess, by George Ade.  
 Upton's Standard Operas, 1906 or later ed.  
 Symons, Wine, Women and Song, cheap, good ed.  
 Pyle's Men of Iron.  
 Vincent's My Mother's Bible, 2 copies.  
 Bullinger's Things to Come.  
 Dehren's Toward the Light.  
 Dore, Dante's Inferno; Purgatory, Cassell eds.  
 Any McGuffey 1st, 2nd, 3rd Readers, 1836 to 1879;  
 give latest copyright date.  
 Heine, fine set only, German.  
 Madison's Journal Const. Convention.  
 W. W. Story, Life and Letters.  
 Adams' Life Alb. Gelletlin.  
 Crucifixion, by an Eye Witness, 5 copies.  
 Poetica Erotica.  
 Glasse, J., The Mysteries and Christianity.  
 Stevens, Theology of New Testament.  
 Gissing, any novels or others.  
 Ward, Artemus, complete in 1 vol.  
 Bog Trotting for Orchids, Grace Niles, 1904.  
 Emphatic Diaglott, several copies.  
 J. Elmes, Sir Christopher Wren and His Times,  
 1852 (?)  
 Hastings, Bible Dictionary, second hand; Cyclo-  
 pedia Religion and Ethics, second hand set.  
 McKenzie's Royal Encyclopedia, 1 vol.  
 Archko Volume.  
 Sloan's Napoleon, 4 vols., best ed. only.  
 DeFoe, full set.  
 Strutt's Queen Hoo Hall.  
 The Seldorf Family, Therese Forster Huber.  
 Strachy, Queen Victoria, 1st ed. only.  
 Peck Genealogy; Wm. Peck, by Dar. Peck.  
 Methodist Liturgy and Hymns, Wesley, 1785 (?).  
 Jebb's Sophocles, complete set, 10 vols., best ed.;  
 Plays and Fragments.  
**W. A. Butterfield, 59 Bromfield St., Boston**  
 Dampier's Voyages.  
 Psychologic Foundations of Education, Harris, Ap-  
 pleton.  
**Capitol Bk. Store, 138 N. Delaware, Indianapolis**  
 Blackstone, Commentaries.

## Capitol Book Store—Continued

New International Encyclopedia, late ed.  
 Webster Unabridged Dictionary, late ed.  
 Dunn, Hist. Indianapolis.  
 Dillon, Hist. Indiana.  
 Kipling, set.  
 Poems by Sol Long.  
 One Hundred Novels Condensed.  
 Candide, by Voltaire.  
 Chemical German Dictionary, by Patterson.  
 Great Awakening, Sam Jones.  
 Debatable Lands, by Owens.  
 Little Journeys, Hubbard, set.  
 Medicology.  
 Niles Register, complete set.  
 Ingersoll, set.  
 Latin-English Dictionary, large vol.  
 Decameron, English ed., 2 vols.  
 Spinoza, any books of.  
 Samuel Pepys' Diary.  
 Dumas, set.  
 Jack London, set.  
 Red Republic, Chambers.  
 Second Marriage, Meynell.  
 Rim of the World.  
 The Friend, Coleridge.  
 Book on Logarithms.  
 Books on Ultramarine.  
 Decameron, unexpurgated.  
 Gray's Anatomy.  
 Lecky, Hist. European Morals; Map of Life.  
 Draper, Intellectual Development of Europe.  
 Indian Lore.  
 Books of Stone Age.  
 Indiana History.  
 Combunistic Society of Indiana.  
 Century Dictionary, 12 vols.  
 Brown, Portrait Gallery.  
 Bryant, Dictionary of Painters.  
 Bugs and Beetles, Blatchley.  
 Stevenson, set, good binding.

## Carnegie Library, Atlanta, Ga.

Bryce, James, Gladstone.  
 Pattison, R. P., Leading Figures in European His-  
 tory, Macmillan.  
**Carson Pirie Scott & Co., Book Dept., Chicago**  
 English Pleasure Gardens, by R. S. Nichols, pub.  
 by Macmillan Co.  
**C. N. Caspar, 454 E. Water St., Milwaukee, Wis.**  
 Legler, Leading Events in Wisconsin History;  
 John H. Percival.  
 White, Warfare Between Science and Theology, 2  
 vols.  
 Van Ransselaer, Magic Story.  
 American Churches, Introd. by Cram, 2 vols.  
 Hume, Spanish People, Appleton.  
 Langlois and Seignabos, Int. to Study of History.  
 Maclaren, Mind of the Master; Life of the Master.  
 Hamilton, Door That Has No Key.  
 Tegner, Frithjof Saga.  
 Topelius, Gustavus Adolphus.  
 Nathan, Theatre, Drama and Girls.  
**George M. Chandler, 75 E. Van Buren St., Chicago**  
 Blatchford, Not Guilty.  
 Dana, Lincoln and His Cabinet, 1899.  
 Jefferson; Hamilton; Franklin; Lincoln, Federal eds.  
 Kipling, Outward Bound, 28 vols.  
 Lanier, The Marshes of Glynn.  
 Luce, S. B., Textbook on Seamanship, 1884.  
 Magnuson, M., Icelandic Legends.  
 Masson, Life of Milton, 7 vols.  
 Nellinger, First Lady of the Land.  
 Merimee, Charles 9th, cheap ed. in English.  
 Norris, Shanghaiad.  
 Obenchain, Aunt Jane of Kentucky.  
 Palmer, Joel, Narrative, 1847 or 1851.  
 Patterson, History of Backwoods, 1843.  
 Smith, Orlando, A Short Review of Great Questions.  
 Symonds, Catholic Reaction, Holt ed., 2 vols.

**W. G. Chapman, 118 N. La Salle St., Chicago**  
 Beal, The Law of Financial Success, Fiduciary Co.

**Chemical Catalog Co., 19 E. 24th St., New York**  
 Industrial Furnaces, by E. Damour.  
 Light Waves and Their Uses, by Michaelson.

## BOOKS WANTED—Continued

## Chicago Public Library, Chicago

James, Ed., Biography of Adah Isaacs Menken, with selections from Infelecia.

## City Library, Springfield, Mass.

Bevis, The Modern Rifle, Butte, Mont.  
Lane, Henry Ford's Own Story, Jones.  
Pocock, Captains of Adventure, Bobbs.  
Slocum, Sailing Alone Around the World.

## Arthur H. Clark Co., 4027 Prospect Ave., Cleveland

Chestnut Street Bridge, Phila., 1862.  
Nicholson, Geology of Thunder Bay and Ghebindowan Mining District, 1873; Mining Districts on North Shore of Lake Superior, 1874-5.  
Stuart, Lives and Works of Civil and Military Engineers of America, 1871.  
Pope, Treatise on Bridge Architecture, 1811.  
Book Buyer, N. Y., vols. 1, 2, 24 to end.  
Lewis and Clark, In Memoriam, by Coues, 1897.  
Bridger, Jas., Biog. Sketches, by Dodge.  
Morga, Hist. of P. I., 2 vols., 1907.  
Nuttall, Travels Into Arkansas Territory, 1821.  
Lewis and Clark Exped., ed. Coues, 4 vols., L. P.  
McClung, Western Adventure, Dayton, 1847.  
McGlashan, Donner Party, Truckee, 1879.  
Evolution and Kindred Subjects, anything relating thereto.

Griffiths, Two Years' Residence in Settlements of Ohio, 1835.

Crocker and Brewster, Obijue Spelling Book, 1846.  
Diseases of Children, prior to 1800, anything relating thereto.

Keith, British Plantations in America, 1738.

Exhibition Cats. that include firearms, revolvers, weapons, etc.

New England Witchcraft, anything on.

Audubon's Birds, separate folio plates thereof, especially geese, eagles, hawks and owls.

Ducane, Flowers and Gardens of Maderia.

Travels and Ethnological Studies Among Undeveloped Races of World, such as Andaman Islanders, Patagonians, native races of Australia, Madagascar, etc.

Copper and Copper Industry of Lake Superior District, any books on.

Dartmouth College, anything on.

Eastern Maryland, any books treating on customs, etc., during Colonial days.

Harrison, Themis, Putnam, 1912.

Kanawha, Hist. of, Madison, 1890.

Bagley, In the Beginning.

Gratiot County, Mich., Biog. Memoir of, 1906.

Norwood, Geol. Rept. of Survey of Wis. and Minn. 1847-50.

Hyatt, Little Brown Brother.

Herndon and Weik, Lincoln, 3 vols., 1st ed.

Scribner's Mag., N. Y., not monthly, vol. 30, 1901.

Whipple, Essay on Bridge Building.

Eads, J. B., by Louis How.

Goddard, Eminent Engineers.

Quigley, What Dress Makes of Us.

Twain, Prince and Pauper, 1st ed.

Mich. Pioneer Collections, vols. 22-27.

Polk, J. K., Diary, ed. by Quaife, 4 vols., 1910.

Osborne, Historic Homes and Their Gardens.

Oregonian and Indian's Advocate, nos. 1-11, 1838-39.

Oregon Pioneer Assn., Trans., 1887 to date.

Nursery, Menominee Iron Range, 1891.

New Orleans Medical and Surgical Journal, vols. 1-70, no. 11.

Murish, Rept. on Geological Survey of Mineral Regions, 1872-3.

Monroe, Passing Show, H. M., 1903.

Mitchell, Native Copper of North America, 1818.

Mineral Wealth of Lake Superior District, 1855.

Miles, Statistics of South Carolina.

Martin, Brown County, Wis., 2 vols., 1913.

## John Clark Co., 1783 E. 11th St., Cleveland

Loti, Pierre, complete works, preferably in a fine binding.

Ashton, Mark, She Stands Alone.

Bump, Down the Historic Susquehanna.

Gillette, Handbook of Cost Data, 1916.

World Book, vols. 5 to 8 of the 8 vol. ed.

Wister, Owen, Red Men and White, 3 copies.

Belasco, Return of Peter Grimm.

## John Clark Co.—Continued

Martin, Our Own Weather.

Newmark, Sixty Years in Southern California.

Big Book of Nursery Rhymes, illus. by Robinson. Sanchez, Spanish and Indian Place Names of California.

Wells, Tono-Bungay.

Glass, A Railway Engineer in 1825.

Pangborn, The World's Railway.

Charles W. Clark, 128 W. 23rd St., New York

Day of Doom, Wigglesworth, 1867, Am. News.

Clinton, 32 Lowell Rd., Schenectady, N. Y.

Encyclopedia Britannica, quarto size, Cambridge ed., new or 2nd hand, in good condition; state price.

Colesworthy's, 66 Cornhill, Boston

Delectable Duchess, Quiller Couch.

Sonnets to a Red Haired Lady, Don Marquis.

Atlantis, Donnelly.

Collector, 39 W. 17th St., New York

American Turf Registers.

Farmers' and Mechanics' Magazine, 1826.

Humorous Amer. Works, Peterson, Phila.

Horse items, American only.

Spirit of the Times.

The Traveller Weekly, N. Y., 1831.

Troy, N. Y., imprints, before 1860.

College Bk. Store, Lagonda Bank, Springfield, O.

Westermarck, Origin and Development of Ideas.

Fogazzaro, The Patriot; The Sinner.

Lange, Commentaries.

Maclaren, Commentaries.

Matthew Henry, Commentaries.

Krauth, Conservative Reformation.

Schaff, Church History.

Bain, Emotions of the Will.

James H. Collins, 70 Fifth Ave., New York.

Jules Verne, in early illus. American eds., good condition.

Columbia University Library, New York

Peters, John P., The Old Testament and the New Scholarship.

Phillipson, David, Reform Movement in Judaism, Macmillan, 1907.

Sinclair, Upton, Love's Pilgrimage, Pasadena, Cal., the author.

Sandeman, G. A. C., Metternich, Methuen, 1911.

Garland, Hamlin, Crumbling Idols, 1894.

Community Bk. Shop, 35 Boylston, Cambridge, Mass.

Campbell, Scenes and Machines on the English Stage.

Bresenden, The I. W. W.

Lambert, Shakespearian Document.

Leonardo da Vinci, The Artist and the Man, by Oswald Siren, Yale Univ. Press.

Dunn, Paradoxes and Problems.

George A. Nathan, Presents.

Lewis, Tarr, Knopf.

Bernsthen, Organic Chemistry.

John Fletcher, by Miss Hatcher.

Mitchell, Business Cycles.

Fisher, Political History of England, 1485-87.

A. Fisher, Frequency Curves.

Toddhunter, History of the Theory of Probabilities.

Aldous Huxley, Chrome Yellow, 1st ed.; Leda, 1st ed.

Letters of Fraulein Schmidt and Mr. Oustruchin.

Book of the Art, trans. by Mrs. Herringame.

Jonathan Edwards, His Life and Works.

Cornell Co-operative Society, Ithaca, N. Y.

Gardner, Dante, in Temple Primers.

Lewis, Inferno; Purgatorio; Paradiso, in the Temple Classics.

L. M. Cornwall, 227 Pa. Ave. N. W., Wash., D. C.

Stewart, Principles of Political Economy.

Jones, Literary Remains.

Malthus, Definitions of Political Economy.

Young, A., Political Arithmetic.

Tooke, History of Prices, etc.



## BOOKS WANTED—Continued

## L. M. Cornwall—Continued

Marine Mammals and Whale Fishery.  
Stuck, Ascent of Mount McKinley.

T. O. Cramer, 1321 Grand Ave., Kansas City, Mo.  
On Board the Good Ship Earth, by Herbert Quick.

## Dartmouth College Library, Hanover, N. H.

Blackwood, The Lost Valley.  
Blomfield, Renaissance Architecture in England,  
2 vols.

Brown, Elkanah Settle, His Life and Works.  
Coerne, The Evolution of Modern Orchestration.  
Haber, Thermodynamics of Technical Gas Reactions,  
trans. Lamb.

Layamon, Burt., ed. by F. Madden, 3 vols.

Loeb, Dynamics of Living Matter.

Luther, Conversations With Luther.

Rank, Significance of Psychoanalysis for the Mental Sciences.

Stevens, Sources of the Constitution of the U. S.

## Dauber &amp; Pine, 83 4th Ave., New York

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## Decker Bros., Lafayette, Ind.

General James Wolfe, by Robert Wright, pub. 1864  
by Chapman & Hall, 193 Picadilly, London,

Dennen's Bk. Shop, 37 E. Grand River., Detroit  
Powys, Visions and Revisions.

Job, Among Water Fowl; Propagation of Wild  
Birds.

Mrs. Dickens' Bk. Shop, 190 Madison, Memphis, Tenn.  
Adventures of Huckleberry Finn, profusely illus.  
by Kemble, pub. by Charles Webster.

Dixie Bus. Book Shop, 140 Greenwich St., N. Y.  
Business Cycles, Mitchell, 1913.

Industrial Depressions, Hull.

Am. Rys. as Investments, Snyder.

History of Transportation in Cotton Belt Until  
1860, Phillips.

Economic History of Virginia in 17th Cent., Bruce.  
Mathematical Investigations of Theory of Value  
and Prices, Fisher.

## Dodd, Mead &amp; Co., 449 4th Ave., New York

The Path of Glory, by Anatole France, pub. by  
John Lane Co.

## Doubleday, Page Bk. Shop, 55 Liberty, New York

Dyce's Shakespeare.

Hume's History of England.

Letters of W. H. Page, 1st ed.

## James F. Drake, 14 W. 40th St., New York

Account of Strawberry Hill, Updike, 1904.

Ainslee's Magazine for February, 1899.

Benet, Five Men and Pompey, 1915.

Bennett, Master Skylark, 1896.

Cabell, Cream of the Jest, 1917.

Carman, Low Tide on Grand-Pre, 1889; More Songs  
From Vagabondia, 1896; Songs From Vagabondia,  
1894.

Cather, April Twilights, 1903; O Pioneers, 1913.

Clemens, Mysterious Stranger, 1916; Sandwich  
Islands, 1st ed.

Cooper, Deerslayer, 2 vols., 1841; Last of the Mo-  
hicans, 2 vols., 1st ed.; Spy, 2 vols., 1821.

Stephen Crane, 1st eds.

Dell, Moon-Calf, 1920.

Dickens, Christmas Carol, introd. by Newton, 1st ed.

Dickenson, Poems, 3 vols., 1st ed.

Embury II, Dutch Colonial House, 1st ed.

Emerson, Essays, 2nd ser., 1st ed.

Field, Stone, 1st eds. of Amer. Authors, 1893.

## J. F. Drake—Continued

Field, Little Book of Profitable Tales, L. P., 1st ed.  
Foley, American Authors.

Gribble, Catherine the Greater, 1st ed.

Grolier Club, Irving Journal, 3 vols., 1st ed.

Guiney, Happy Ending, 1909.

Fortier, Louisiana Studies, 1894.

Harris, Uncle Remus and His Friends, 1892; Uncle  
Remus and Brer Rabbit, 1907; Uncle Remus and  
The Little Boy, 1910; Uncle Remus Returns, 1918.

Harte, Ballow Pose, 1871; John Hare, 1894; Heathen  
Chinee, 1871; Hoodlum Band, 1878.

Hillason, Life of Garfield, 1881.

Harte, Pliocene Skull, 1st issue, 1871.

Proceedings Society Army Review, 1872.

Hawthorne, House of Seven Gables, 1851; Liberty  
Tree, 1842.

Hoy, Ballads, Wyeth illus.

Hearn, La Cuisine Creole, 1885.

Noguchi, Lafcadio Hearn in Japan, 1910.

Hearn, Diary of an Impressionist, 1911.

Hergesheimer, Tubal Cain, L. P., 1st ed.; Wild  
Oranges, L. P., 1st ed.

Hovey, Launcelot and Guenevere, 1891.

Howe, Story of a Country Town, 1st ed.

Huneker, Mezzotints in Modern Music, 1st ed.

Charles H. Dressel, 552 Broad St., Newark, N. J.  
Selous, Sport and Travel, East and West; African  
Notes and Reminiscences.

## E. P. Dutton, 681 5th Ave., New York

Austey, Vice Versa.

Alvord, C. W., West and the Revolution.

Anderson, Mystic Scroll.

Blathwayt, Through Life and Around the World.

Cather, Willa, Song of the Lark; April Twilights;  
The Troll Garden; My Antonia, 1st eds.; One  
of Ours, limited ed.

Chalmers, G., Introduction to the Revolt of the  
American Colonies.

De Dillmont, Encyclopedia of Needlework.

Davis, R. Harding, pamphlets, any.

Earle, A. M., Customs and Fashions in Old New  
England.

Gribble, George Sand and Her Lovers.

Hepworth, We Shall Live Again.

Hunter, Steigel Glass.

Hearn, Leaves From the Diary of an Impression-  
ist; Creole Sketches.

Hardy, Thomas, Romantic Adventures of a Milk-  
maid, no. 83 of Munro's Library of Popular  
Novels, 1883, New York.

Hunt, Facts About Communist Hungary.

Hinckley, H. B., Notes on Chaucer, Northampton,  
1908.

Hamsche, M. B., The Formative Period of English  
Letter Writers and Their Contribution to the  
English Essay.

Hyde, Quest of the Best, any ed.

Hugo, Les Miserables, International limited ed.,  
vol. 1, or all red cloth.

Lingard, History of England, ed. by Belloc, Catho-  
lic Pub. Society.

Malloch, W. H., Human Document, 1892, Sunshine  
series, no. 103; Romance of the 19th Century, New  
Republic.

Palmer, J. L., Restoration Drama.

Rackham, Romance of King Arthur, large pap. ed.  
Sabatini, Torquemada.

Tyrrell, Christianity at the Crossroads.

The Juggler of Notre Dame, pub. by Mosher.

Edw. Eberstadt, 25 W. 42nd St., New York City.  
California, Oregon, Wyoming, Utah, Montana and  
the Far West; Books, pamphlets, maps and manu-

## Paul Elder, 239 Post St., San Francisco

Lost Borders, Mary Austin.

Los Angeles Chemically Pure, W. H. Wright.

Cagliostro, Trowbridge.

Botany of California, 2 vols., Brewer and Watson.

Favorite Operas From Mozart to Mascagni, Hadden.

Sheep of the Shepherd, North.

International Studios in falls of 1910 and 1911 which  
contained articles on Peasant Art in Austria-  
Hungary and Sweden, Lapland and Iceland.

Village of Vagabonds, Smith.

Mirror of Gesture.

Michael Faraday, Thompson.

Painted Veils, Huneker.



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Miracles of Answered Prayer.  
Shaw, Letters to Isabel.  
Set in Silver, Williamson.  
Rhymes for Real Children, Sage, illus. Jessie W. Smith.  
Book of Decorative Furniture, Foley.

Empire State Bk. Co., 107 E. 59th St., New York  
Partridge, William O., Art for America, a book of essays; Technique of Sculpture; Nathan Hale, the Ideal Patriot.  
Berry and Legg, Harelip and Cleft Palate.

Farquhar & Albright, 623 S. Wabash Ave., Chicago  
The Great Galeoto.  
Hedges, Iron City.  
Rowbotham, Men of Science.

F. W. Faxon, 83 Francis St., Boston, 17  
New International Encyclopedia, 2nd ed.

Philotheos K. Ferney, Reynolds Bldg., Ft. Worth, Tex.  
Byzantine Churches in Constantinople, Van Millingen, London, 1912.

American Book Prices Current, 1921-1922.  
Meredith, Complete Works, limited ed., cloth or ¾ leather.

Hardy, Thomas, Complete Works, ltd. ed., cloth or ¾ leather.

Voltaire, 42 vols., ltd. ed., ¾ leather, Dumont, N Y.  
Tolstoi, 24 vols., Scribner, ¾ leather.

Field, Eugene, 12 vols., Scribner, cloth or ¾ leather.  
Ingersoll, Works, 12 vols., cloth.

Greek and Latin Classics, Park Austin.  
Sacred Books and Early Literature of East, Park Austin, cloth or leather.

O. Henry, Review Reviews, 12 vols., ¾ leather.  
Schoppenhauer, Works.

Hubbard, Little Journeys, 14 vols., full leather.  
Goethe, Complete Works, ltd. ed., cloth or ¾ leather.

Oppenheim, E. Phillips, Complete Works.  
Christian Science books and pamphlets.

Sabatini, Rafael.  
Spectator, Complete Works.

Emerson, Concord ed., ¾ or full leather.  
Maupassant, M. Walter Dunne, 17 vols., cloth or lea.

Dr. Frank Crane, Essays.  
Shakespeare, Works, Hudson ed., pub. by Ginn.

Tennyson's Complete Works, Eversley ed.  
Literature of the Orient, Byzantine ed.

Roosevelt, Works, 22 vols., full lea., extra illus. ed. of 12 sets.

Henry James, Complete Works, ltd. ed., cloth or ¾ leather.

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**Marshall Field & Co., Chicago**

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**Fifth Ave. Co., 507 5th Ave., New York**

Valentine's Manuals, perfect copies only for years 1841 to 1860.

New York City and Hudson River Views.  
History of Province of New York, Smith, London, 1757.

Send lists of early Americana, 1757 to 1860.

**50th St. Book Shop, 17 W. 50th St., New York**

Mosher books, any, 1st eds.  
History of the Old Tenent Church, 1921.

W. Y. Foote, 312 S. Warren St., Syracuse, N. Y.  
Max Muller's Science of Language.

Gardens, Old and New, London, from Country Life.  
DeWitt's Facts and Fancies About Java, pub. by Lippincott.

Hurly's Oriental Rugs.  
Parks and Recreation, any nos.

Olney's University of Algebra.

Franklin Bookshop, 920 Walnut St., Philadelphia  
Fort Pillow Massacre, books or pamphlets on.

**Free Public Library, Newark, N. J.**

Jennings, Foster H., Proverbial Philosophy of Confucius, 1895.

Lander, S. W., Fairy Bells and What They Told Us, 1876.

Opdike, Geo., Treatise on Political Economy, 1851.

French Book Shop, 561 Madison Ave., New York  
U. S. Catalog, 1912; Supplements 1912-1918; 1918-1921, 3 thick vols., any condition.

**Friedman's, 70 W. 51st St., New York**

Audubon, Birds, plates of.

**William F. Gable, Altoona, Pa.**

Characters, Jean de la Bruyere.  
Richard the Brazen, Cyrus Townsend Brady.

**Gammel's Book Store, Austin, Tex.**

Anything on Texas.

**Gimbel Bros., Book Store, Philadelphia**

Hendrick, W. H. Page's Life and Letters, 1st ed.

Ginsburg's Bk. Shop, 1821 Pitkin, Brooklyn, N. Y.  
Cooke, Scenes and Adventures in the Army.

Hinekman, Canadian Knights.  
Old McGuffey Readers, all grades, several.

Richmond, On Xmas Day in the Evening.  
Waller, Sanna.

Goldman's Bk. Store, 424 S. Dearborn St., Chicago  
Haskell, How to Make and Use Graphic Charts.

**Laurence Gomme, 34 E. 48th St., New York**

Hope, Anastasius or Memoirs of a Greek, Harper.  
Jansen, Water Color Reading, as Suggested by

Maxfield Parrish and Jules de Guerin, 45 plates, Cleveland, O.

**WILLIAM L. HALLWORTH**

Proprietor, Colesworthy's Book Store, Boston

**Goodspeed's Book Shop, 5a Park St., Boston, Mass.**

Barr, Souls of Passage.  
Browne, Religio Medici, Ticknor & Fields ed., 1862.

Cholmondeley, Danvers Jewels.  
Cornhill Booklet, Nov., 1831; Feb., 1832.

Dwight, Timothy, The Greenfield Hills.  
John Whopper.

Modern Billiards, Brunswick, Balke, Collender Co.  
Oliver, Puritan Commonwealth.

Penna. in the War of the Revolution, Harrisburg, 1880.

Robinson, Sam Lovel's Camps.  
Wagner, Parsifal, trans. by Huckel.

Whitman, Walt, Calamus.  
Willson, The Old Sergeant and Other Poems, 1867.

Genealogies: Bill; Du Bellet, Some Prominent Va. Families; Hayden, Virginia Genealogies; Hibbard; Keith.

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American Dictionary of Printing and Bookbinding.  
 Bucham, Thirty-Nine Steps.  
 Edwards, The Jukes.  
 Eliot, Happy Life.  
 Eliot, Silas Marner, Brock illus.  
 Futrelle, The Thinking Machine, N. Y., 1907.  
 Heaven Below and Beautiful Soo.  
 Kouns, Dorcus.  
 Martin, Epitome of Spencer's Synthetic Philosophy.  
 North, History of Augusta, Me.  
 Parker, Trial of, for Speech in Faneuil Hall.  
 Sequel to Riley's Narrative, Col., 1851.  
 Shafer, Day Before Yesterday; Beyond Chance of Change.  
 Van Rensselaer, Early American Flasks and Bottles.  
 Whidden, Ocean Life in Old Sailing Ship Days.  
 World's Book, ed. by O'Shea, 10 vols.

Edwin S. Gorham, 11 W. 45th St., New York  
 Liberia, by Sir Harry Johnston, vol. 2.  
 Idea of Progress, by Bury.

Gotham Book Mart, 51 W. 47th St., New York  
 Colvin, Life and Letters of Keats.  
 Marriott, Now.  
 Century Dictionary, 1 vol. ed.  
 Hawks, Narr. of Exped. to China and Seas and Japan, by Comm. Perry, 3 vols.  
 Nathan, Another Book on the Theater.  
 Prentiss, Henry and Bessie.

Grant's Bk. Shop, 127 Genesee St., Utica, N. Y.  
 Paine, Ship Dwellers.  
 Moore, Collector's Manual, 2 copies.  
 Terribly Intimate Portraits.

Guthrie's Bk. Shop, 516 Wm. Penn Pl., Pittsburgh.  
 Squire's Daughter, leather, 2.  
 Eldest Son, leather.

Hall's Book Shop, 361 Boyston St., Boston 17.  
 How John Norton Kept His Christmas, W. H. H. Murray.  
 Dewing's Introd. to Modern Psychology.

Hampshire B'kshop, 192 Main St., Northampton, Mass.  
 Wood's New England Prospect, pub. 1634.  
 Josslyn's Account of Two Voyages to New England, pub. 1675.  
 Unterricht in Ornamentaler Schrift, Larisch, Staats-druckerie, Wien ed.  
 Nora May French's Poems, pub. Strange, 1910.  
 The Symbolist Movement in Literature, Arthur Symons.  
 Renaissance of the Nineties, W. G. Blaikie Murdock.

Handy Book Corp., Harrisburg, Pa.  
 Masters in Art, back nos.

Harcourt Brace Bookshop, 4 W. 43d St., New York.  
 Thompson, Cynic's Dictionary, Altemus, '01, 2 cops.  
 Eden, Bread and Circuses, Lane, '14.

Harlem Book Co., 53 W. 125th St., New York.  
 Higher Lesson in English, Reed & Kellogg, 2nd-hand, any quantity.

Harvard Cooperative Society, Harvard Sq., Cambridge, Mass.  
 Second-hand copy of Poor's & Moody's Manual Industrial Sect., 1922, both vols.  
 E. P. Hammond, Chaucer, A Bibliographical.  
 Donald McDonald, Agricultural Writers from Sir Water of Henley to Arthur Young, 1200-1800.

Hazen's Bookstore, 238 Main St., Middletown, Conn.  
 Real Key to Christian Science, Swain.  
 American Historical Documents, Harvard Classics, vol. 43 only.  
 Val of Paradise, Roe, Grosset.  
 National Reader, Third and Fourth.

A. & W. Head, 21 Broadway, New Haven, Conn.  
 Lever, Young Officer's Sheet Anchor, N. Y., 1843.  
 Sterne, odd vols. of Tristram Shandy, 1st ed. only.

Walter M. Hill, 22 E. Washington St., Chicago.  
 Dunlap Society Publications, 3rd series, 1902.  
 Kirkman, Ministry of Beauty.  
 Gardens Old and New, 3 vols.  
 A Playbill of the Frozen Deep, Amateur performance of Charles Dickens.  
 Kittredge, George L., Anniversary papers.  
 Garstang, Land of the Hittites.  
 The Mutiny of the Bounty.  
 The Mutineers.  
 Cross, Development of Self Government in India.  
 Forbes, New England Diaries, 1602-1800.  
 Thrum, More Hawaiian Folk Tales.  
 Hawley or any other book on Chinese Rugs.  
 Smith, Monk and the Dancer; Turquoise Cap.  
 Morrow, The Ape, the Idiot and Other People.  
 Salambo, trans. by Mrs. Sheldon.

Hochschild, Kohn & Co., Baltimore, Md.  
 Caleb Williams, Wm. Gregory.  
 The History of Aryan Rule in India, Havell.  
 Three Lives, Gertrude Stein.  
 Life and Letters of Madame Bonaparte, Eugene L. Didier.  
 High Noon, Glynn.

Paul B. Hoeber, 67 E. 59th St., New York.  
 Parkman's Works.  
 Fiske's Works.  
 Gould, Biographic Clinics, vols. 2, 3, 4, and 6.  
 Home Book Service, Park Hill, Yonkers, N. Y.  
 E. R. Shaw, Legends of Fire Island and the South Shore, pub. Lovell, Coryell & Co.  
 Caryl, Grim Tales Made Gay.

John Howell, 328 Post St., San Francisco, Cal.  
 The Avery's of Groton, Dr. L. T. Avery.  
 Pallissy the Huguenot Potter, by Himself.  
 The Brethren, Rider Haggard.  
 Heart Line, Burgess.  
 Ghost Stories, Estelle Stead.  
 Theory of Musical Composition, Marx.  
 Horsley, Primer of Musical Composition.  
 Fanny Burney, 1st eds.  
 Davies' Life of Garrick, early ed.

H. R. Hunting, Myrick Bldg., Springfield, Mass.  
 Warren, History of the Novel Previous to the 17th Century.  
 Thomas, Source Book for Social Origins, Univ. of Calif., 6.  
 Berloix, Selections from His Letters and Aesthetic Writings.  
 Baskett, Story of the Fishes, Appleton's Home Reading Ser., 2.  
 Jordan, American Men of Science, 4.  
 Knipe, Evolution in the Past.  
 McCarthy, Familiar Fish, 2.  
 Gannett, House Beautiful, 2.  
 Meade, Story of Gold.  
 Morris, Life on the Stage.  
 Terry, Story of My Life.  
 Washington, B. T., Negro Problem.  
 Virgil's Aeneid, trans. by Ballard, vol. 1, bks. 1-6, H. M.  
 Rutherford, W. B., 1st Corinthians and 1st Thessalonians, Macm., 1904.

H. S. Hutchinson & Co., 226 Union St., New Bedford, Mass.  
 St. Abigail of the Pines.

Geo. W. Jacobs, 1628 Chestnut St., Philadelphia.  
 Tale of Two Cities; Great Expectations, pub. Little, Brown Co.  
 Roadmender, illus., Waite.  
 Memoirs, Max Muller.  
 The Life Worth Living, Dixon.  
 Orpheus, Reinach.  
 Book on Duck Shooting, etc., Grover Cleveland.

Edw. P. Judd Co., New Haven, Conn.  
 Modern Utopia, Wells.  
 Who's Who in the Theatre, Parker.  
 Favorite Flies and Their Histories, Marbury.  
 Gretchen, Holmes.  
 Will of God, Wright.  
 Opera and Drama, 2 vols., trans. Evans.  
 Wagner's Teachings, Analogy, Evans.



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- Keel's Bk. Store, 234 Genesee St., Buffalo, N. Y.  
Toilet, The, Ancient and Modern, Coolen, vols. 1 and 2.
- Kendrick-Bellamy Co., 16th St. at Stout, Denver.  
Chess Swindles, Marshall.  
How to Study Best Short Stories, Blanche Colton William.
- Kleinteich's Bk. Store, 1245 Fulton St., B'klyn, N.Y.  
Vanishing Race.  
Huntington, Studies of Trees in Winter.
- Korner & Wood Co., 737 Euclid Ave., Cleveland, O.  
Hough, Story of the Outlaw.  
On Perilous Mission Bent.  
Midweek Pictorials, vol. 1, no. 1; vol. 2, no. 22; vol. 3, nos. 6 and 21.
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Annual Report of the U. S. Coast Survey, 1896.

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N. Y. State Journal, Jan., 1923.  
Boston Medical Surgical Journal, Mar. 8, '23.  
Phillips, Stephen, Ulysses.  
Ericken, Religion & Life, two.  
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N. Y. State Bar Assoc., 1884.

Optic, A Victorious Union.



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 Seignobos, Political History of Europe Since 1814, Holt.

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 Bouknight, Ivan, Cosmopolitan Press.  
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 Havergal, Frances Ridley, Life of.  
 Jenners, Edward, Varriote Vaccinae, London, 1798, 1st ed.; quote any other titles by this author.  
 Long, Studies in the Technique of Prose Style, Cambridge, 1916.  
 Lancaster, The Law Bringers, Doran.  
 McClure's Magazine for Jan., Feb., March, April, Nov., Dec., 1898.  
 Mitchell, Business Cycles, Univ. of Cal.  
 Murray, How John Norton the Trapper Spent His Christmas.  
 Nichols, Water Supply, Chemical and Sanitary, Wiley & Sons.  
 Omans, Mystics, Saints and Esthetics, Jacobs; Cults, Customs and Superstitions of India.  
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 Osler, Principles of Medicine, Appleton.  
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 Prisoner of Trotsky, Doubleday, Page.  
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 Palmer, Life of Alice Freeman Palmer, 1st ed.  
 Report of the Governor of Arizona for 1899, Wm. P. Blake.  
 Rocky Mountain News, May 14, 1893, pub. at Denver, Col.  
 Raleigh, Theory of Sound, 2 vols.  
 Rogers, Horatio, Mary Dyer of R. I., Quaker Martyr, Hung on Boston Common.  
 Romantic History of Guitman Buddha.  
 Shakespeare, Cymbeline, University Press, ed., Cambridge; Ben Greet ed. of Comedy of Errors, Doubleday, Page, Co.; Merchant of Venice, Roycroft ed.  
 Swift, Lindsay, Mass. Election Sermons.  
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 Hamilton, James A., Reminiscences, 1869.

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 History of New Boston.  
 Century Dictionary.  
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 Justin Wright, 1514 Monticello Ave., Chicago  
 Hartman, Paracelsus, 1887.  
 Row, Astrological Magazine.  
 Moore, Hindu Pantheon, 1810.  
 Upham, History of Buddhism, 1829.  
 Elworthy, Evil Eye.  
 Taylor, Select Works of Plotinus, 1817.  
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